

Japanese... American News

Aid cut creates problems for U.S. manufacturers

BY GUY DE JONQUIERES
WASHINGTON, Nov. 3.
THE defeat of the U.S. Foreign aid bill and uncertainties over whether and how it will be resubmitted have raised financial problems for American manufacturers and shipping industries as well as for developing countries. According to the Agency for International Development, an arm of the State Department, contracts for bilateral aid programmes provided business worth almost \$1,000m. for American companies during the fiscal year just ended. Among the major sales categories were chemicals (\$160m.) and iron and steel products (\$108m.). By contrast, only \$20m. of products were procured from foreign sources. Military aid programmes, which constituted a large part of the assistance provided by the de-

DESEGREGATING U.S. SCHOOLS

Liberals get off the bus

BY SARAH RIDDELL IN WASHINGTON
THE START of a new school year this autumn marks another round in the long struggle for racial integration in the U.S. As State schools across the country reopened their doors last month, fears of violence following the Supreme Court's decision on school busing-taking children away from neighbourhood schools and distributing them to get a racial balance—earlier in the year proved greatly exaggerated. However, to-day there are signs that a growing number of Americans, from widely disparate groups, face the busing of their children with alarm, if not outright hostility. In the last decade the weight of public opinion in favour of school integration appears to have shifted. Much of the early enthusiasm of the freedom marchers in the South during the 1960s has been exhausted. Many liberals, taking their cue from a growing Black militancy, have abandoned their original support for the idea. Others, faced with the reality of busing their own children, have opted for private education. Ethnic minorities, such as the Chinese and Mexican-Americans, are beginning to echo the separatist interests of the Black Power movement. Meanwhile, the ranks of those who oppose school integration have swollen under the impact of judicial decisions affecting a wider spectrum of people in the North as well as the South.

Deteriorates
In the South the changes were made relatively quietly. After years of efforts to block the courts and resist the tide of desegregation, many southerners now appear to have resigned themselves to the inevitable. For the first time this year the Department of Health, Education and Welfare proclaims integration in the South to be "the rule and not the exception." Recently released figures from the department reveal the remarkable progress made in the South in the last couple of years. In 1968 it estimated that 68 per cent. of Black children went to all-Black schools; this year the figure has dropped to under 14 per cent. The proportion of Black children attending majority White schools has risen by 18 to 40 per cent. in the same period. The same survey shows that the degree of segregation is even higher in the North; 28 per cent. of Black children go to all-Black schools. In several industrial cities such as New York, Boston, Pittsburgh and Cleveland, the situation has actually deteriorated in the last few years. Although the Supreme Court's decision does not apply directly to the North, federal judges have found that past records of gerrymandering by the school board have amounted to de jure segregation in several cities. In these

Japan offers new concessions

BY PAUL LEWIS, U.S. EDITOR
WASHINGTON, Nov. 3.
THE U.S. and Japan have inched closer together during the last few days in their crucial dispute over trade and the world monetary crisis. It is understood that the Japanese have recently come up with a new list of concessions they might be willing to exchange for the lifting of the American import surcharge. Although the list is not entirely acceptable to Washington as it stands, American negotiators have been pleased by its broad outlines and feel that it could provide the basis for a settlement. Details of the Japanese offer remain obscure. But in addition to the parity issue it concentrates on the specific and tangible trade concessions that the U.S. is also seeking as its price for the surcharge removal.

Off-year elections give no clue to Presidency

BY JUREK MARTIN
NEW YORK, Nov. 3.
YESTERDAY'S smattering of off-year elections across the U.S. provided pretty thin pickings for those looking for pointers to next year's presidential battle. Local issues predominated and national trends were hard to discern though, in a very general sense, it could be tentatively said that the conservative element did rather better and the Blacks rather worse than had been anticipated. In Philadelphia, for example, the "law and order" politician, Mr. Frank Rizzo, running as a Democrat, beat his liberal Republican opponent, Mr. Thatcher Longstreth, by nearly 50,000 votes in a total poll of nearly three quarters of a million. Mr. Longstreth had attracted a lot of support from the Third of the Philadelphia population that is black, while Mr. Rizzo's power base lay in the white working class areas. In Cleveland, too, Mr. Ralph Perk, a Republican, drew on similar wells of support to overcome a black man, Mr. Arnold Shankley, who was the personal choice of the outgoing Mayor, Mr. Carl Stokes, who had been

Minimum
Proponents of busing, however, point to evidence in a variety of sociological studies that show children from culturally deprived backgrounds improve their academic performance when put side by side with White children. There is no evidence, however, that the standards of the White children suffer. With the approach of an election year, the arguments will be carried into the political arena. President Nixon has recently instructed that busing be held "to the minimum required by law." A small group of Republicans has gone so far as to suggest that the constitution should be changed to exclude busing. Meanwhile, the shift in public opinion, together with the erosion of liberal support, also suggests that few Democrats will be keen to make an issue out of it. For the time being, this leaves the courts alone in the struggle to push forward towards a more fully integrated school system.

Diehard
In the South, of course, there have always been diehard segregationists opposed to racial integration. Many of them still, with Governor Wallace of Alabama, hold the entire Federal judiciary in "utter contempt." It was against this body of opinion, expressed in the separate schooling of Black and White children by law, that the historic desegregation ruling of the Supreme Court was directed in 1954. Although the court had ordered the 11 states of the South to dismantle the dual school system "with all deliberate speed," it was not until the last couple of years that

Employees occupy U.S. bank in Chile

Hugh O'Shaughnessy
SANTIAGO, Nov. 3.
THE PREMISES of the First National City Bank were today occupied by employees protesting against what they described as unjustified delays in the negotiations about the State takeover of the bank. The front of the building was covered with red and Chilean police were on duty outside. The U.S. bank stands next to the Chilean Embassy in the city of Santiago, which was bought out by the Chilean government in 1965 and which ceased general trading in Chile at the end of 1966. The group in control in the bank this morning, basically the junior clerks and the bank staff, are reported to have taken a 48-hour occupation of the bank after which they did reconsider their position. The bank says it has reached an agreement in principle on the basis of compensation for its employees, which it claims amounts to 2 per cent. of the bank's total banking business in Chile. The sale is being made in accordance with the Chilean government's policy of taking over foreign banking in the country. The conclusion of the sale, according to bank officials, is held because of a long and acrimonious dispute about the powers of the Central Bank to acquire foreign banks. The bank is part from the Bank of London and South America and the Banco de Chile, which have also been operating in the country for many years. The Banco de Chile, only remaining foreign bank, has announced its intention of ceasing operations in the future. All the foreign banks are expected to retain their representative offices in Chile with international business.

Caribbean bank's latest loans

Our Own Correspondent
BRIDGETOWN, Nov. 3.
CARIBBEAN Development Bank has approved loans totalling \$8.9m. (nearly £4.5m.) to eight concerns in the Caribbean. The loans were sanctioned at a meeting of the bank's board of directors held last week. The money will go to the developed territories in the Caribbean and Leeward Islands. British Honduras, The Belize British Board in British Honduras, the largest loan, \$5,400,000 for electricity generation and distribution.

N & HM Goulding Limited 1970/71 from the Chairman's statement:

"The figures for our past year of business, which ended with June of 1971, are no longer emaciated. We made a million. But prescription of correct weight for height would show that earnings of £1,076,000 are not stout enough or a working body of £11,000,000 invested. We must still put on weight."

THE YEAR IN BRIEF	1971	1970
Group Turnover	18,915,549	16,763,821
Profit before Taxation	1,075,727	581,239
Profit after Taxation, applicable to Shareholders of N & H M Goulding Limited	516,749	246,356
Percentage return on Capital employed (before taxation)	9.81p	5.47p
Earnings per Share after Taxation	5.1p	2.3p
Dividend per Share after Taxation	1.95p	1.3p
Capital distribution per Share	0.75p	1.0p

"You wish to know whether we will do well this current year? I expect it." "With our capacious plants, sharp techniques and ostings, a sturdy sales barque in a near market, only two factors threaten—dumped goods and humped costs. Exorcising these is useless; but we shall have a well-aimed shot at beating them."

Goulding

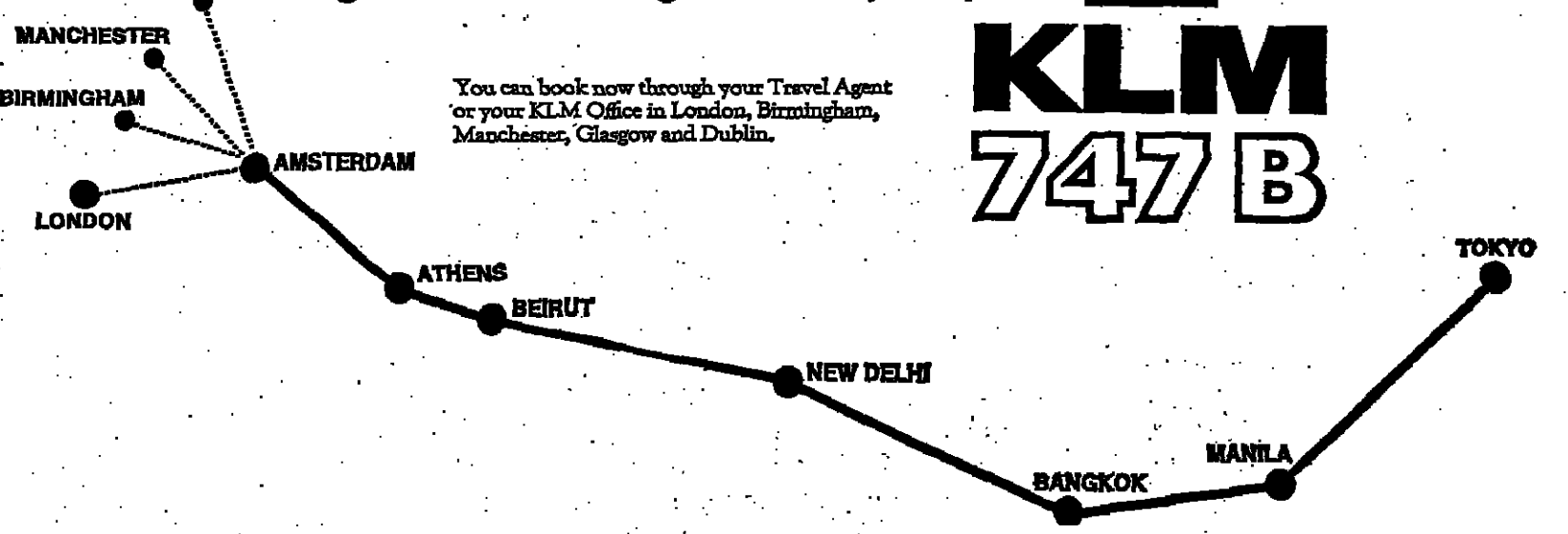
Fitzwilliam House, Wilton Place, Dublin 2.
"Members of the public who would be interested in receiving a copy of the Chairman's Report and Statement of Accounts are invited to write to the Secretary, who has a limited number of copies available."

Taiwan drawing from IMF before UN vote

By Paul Lewis, U.S. Editor
WASHINGTON, Nov. 3.
THE TAIWAN Government drew \$89.5m. in hard currency from the International Monetary Fund only a few days before its expulsion from the United Nations. This comprised the whole of its automatic gold tranche credit rights and means that it has only deposits of soft Taiwan dollars left with the Fund. The move is seen as a protective gesture against the danger that Taiwan will be expelled from the IMF and its sister organisation the World Bank, and its seat offered to Peking instead. In this case Taiwan would go out into the cold with its original gold deposit in its own hands. However, the U.S. is understood to have made clear that it will support Taiwan's continued membership of these and other so-called specialised United Nations agencies and has asked Taipei to draw up a list of those of most value to it.

KLM announce a better way to fly to the Far East. The fare's the same, but the plane isn't.

Now you can have all the space, luxury and comfort of a 747B. And because there are fewer stops, it's a faster flight than ever before on the Far Eastern route. You'll get everything you expect from a 747, including bar service in both Tourist and Royal class. And you'll get all the skilful care and hospitality you'd expect from KLM. For not a penny extra. Two 747 flights a week. Thursday and Sunday. Regular DC-8 flights every day.



You can book now through your Travel Agent or your KLM Office in London, Birmingham, Manchester, Glasgow and Dublin.



Export News

£5m. Kenya debut for Walmsleys

WALMSLEYS the Bury-based papermaker's engineers have won a £5m. order for the supply of two papermaking machines for Panafrika Paper Mills at Broderick Falls, Kenya.

The machines and ancillary equipment will be supplied to an integrated pulp and paper mill now under construction.

Lazard Brothers has signed a Financial Agreement for £4.25m. with the Kenyan company in support of the contract which carries ECGD guarantee.

The funds are being provided by a consortium of banks led by Lazard and comprising Barclays, Lloyds, Midland, National Westminster and Williams and Glyn's.

The £40m. project at Broderick Falls, which is expected to start production in the second half of 1974, is the result of multi-national co-operation. The Government of Kenya and various East African institutions are making loans, the World Bank's International Finance Corporation is making loans and taking an equity investment in the project; further support is being provided by the African Development Bank and Orient Paper Mills of India, with the latter also providing management services, while Simons Eastern of Georgia, U.S., is acting as consulting engineers.

It is the Bury company's first contract in Kenya.

Mary Quant

A KNOW-HOW agreement has been signed between Mary Quant and Shemen Industries of Haifa whereby Mary Quant cosmetics will be produced in Israel both for the local market and designated export markets.

DEALING WITH EASTERN EUROPE

Petrocarbon set to build Polish Corfam plant

BY JOHN TRAFFORD

Petrocarbon Developments, the Manchester-based subsidiary of Burmah Oil, is to build a £4m. natural gas separation and helium liquefaction plant at Ostrow Poznański in south western Poland using a novel process which it has developed.

The value of the contract to Petrocarbon — which will be charged with process design, engineering, supervision of erection and start-up — will be about £2.75m. The contract will be executed in co-operation with Polimex and the Polish Gas Union which will be responsible for gas collection from the adjacent gas field, civil engineering and off-site facilities. The new plant should start production in mid-1974.

This is the fifth contract won by Petrocarbon in Poland during the past two years and is by far the largest. Bids were tendered by 18 other contractors for the plant.

Trade sources were suggesting last night that a further Polish contract for Petrocarbon might well be announced in the near future, this one covering an £8m. synthetic leather plant based on Du Pont's Corfam technology.

Du Pont announced in the spring that it was withdrawing from Corfam production and has since then been involved in discussions with a number of companies interested in buying its plant at Old Hickory, Tennessee, or in obtaining rights to the process.

The Petrocarbon process used in the plant converts low grade natural gas into a rich methane fuel gas and liquid helium. The plant's helium capacity will be two and a half times as great as present demand in Western Europe.

BRITISH LEYLAND IN ISRAEL

Receivers for Autocars

BY OUR OWN CORRESPONDENT

FOUR local banks to-day applied to the Tel Aviv District Court for the appointment of a Receiver for the appointment of a Receiver to take over the three plants belonging to Autocars in which British Leyland is a 30 per cent partner.

They are: The Israel Industrial Development Bank, Bank Hapoalim, Bank Leumi, and Bank Mizrahi. A separate application for the appointment of a Receiver was lodged by Barclays DCO to whom Autocars owes the equivalent of £700,000. Joint Receivers have been appointed.

The debts of Autocars are believed to be around £5m. The loans extended to the company by the banks appeared to be secured largely by its plant and equipment, but smaller creditors are in a far more precarious position.

Teams appointed by the Receivers are already in the plant. The company's labour force of 1,700 will be sent on several days' leave during stock-taking.

However it is hoped that the plants will resume production probably with a smaller labour force and a work plan is to be drawn up by the Receivers.



How to make progress at £80 a foot

The grinding edge of the machine in the picture is the front end of a 125-foot-long monster used for tunnelling. It takes up to 12 men to operate and has a top speed on the job of 40 feet for a 12-hour stint. An 11-foot-diameter tunnel works out at a cost of about £250 a yard.

The device, a Cawell tunnelling machine, was bought by the Godalming contractor, Streeters, from the U.S. manufacturer in 1966 for £114,000. During work at Coventry it was fully depreciated, and now Streeters has sold it to Switzerland for £35,000.

It will be used by Enterprise Murer SA to dig two parallel tunnels diameter 3.45 metres, 7,500 feet long, under Geneva to handle storm water and city facilities.

The job is expected to take two years, and Streeters is supplying the know-how to work the machine and training for the Enterprise Murer workers.

Under Geneva the machine is expected to set below the water table and the U.K. company is standing by to supply the workers to operate the machine in conditions uncongenial to the bulk of the Italian work force on site.

LATIN AMERICA—BRAZIL

\$15,000m. to spend

DURING a recent visit to London, Brazilian Commerce Minister Senhor Prátorio de Moraes announced that bids to supply equipment for Brazil's steel expansion plan worth more than \$500m. would be open on a completely competitive basis. The minister's statement illustrates two aspects of Brazilian development in the 70s which will interest U.K. exporters.

The first is the sheer magnitude of the country's investment plans. In addition to the steel programme, massive investments are scheduled for the transportation, energy, mining and industrial sectors. The Transamazon highway, which will cut across 5,000km of tropical rainforest, is one of the more audacious highway projects; in all, investments amounting to more than \$2,000m. in rail, highway, water and air transport have been planned for the 1970-73 quadriennium.

During the same period more than \$2,500m. are to be invested in electric energy, \$1,500m. in petroleum, \$950m. in mining, and more than \$4,000m. in industry, primarily steel and chemicals.

Other major investment areas are communications, to which some \$800m. are being allocated, and civil construction, primarily housing, with over \$2,900m. Understandably enough, locally produced goods will be used in these projects whenever possible, but, as the steel programme shows, the plans include sizeable import component.

The second point made by Senhor Prátorio de Moraes reflects Brazil's improved credit standing in international financial circles. This has made a wider range of financing available to the country over the last three years, allowing it to show greater independence and selectivity when shopping for imports.

Competition

There is no doubt that, in this respect, Brazil has benefited from the competition for export markets among the major industrial nations, competition which often takes the form of export financing.

But major responsibility for the country's privileged position lies with Brazil itself. A sophisticated combination of flexible exchange rates, aggressive export policies and conscientious foreign debt management, together with the development of regulated foreign exchange, has allowed the country to amass reserves of over \$1,400m., the highest in Latin America and one of the highest in the developing world.

Brazilians have not been slow to take advantage of available credit facilities. Official sources

Theodore Seidl, head of the Bank of Boston's Latin American department, points out that Brazil's growing credit worthiness makes it an important export market. The role of the City of London in providing finance for its massive development programme, gives U.K. companies a competitive edge, he maintains.

report that the country's total foreign debt as of the end of 1970 stood at \$5,285.2m. of which \$1,235.3m. had maturities of less than one year, \$1,661.9m. matures between the beginning of 1972 and the end of 1975, and the remainder stretches until the turn of the century.

Medium and long-term credits, from suppliers as well as development agencies, are expected to continue to rise. On the basis of projects currently being considered by international and bilateral agencies, it is estimated that new loans to Brazil from these sources are likely to be approved at an annual rate of approximately \$490m. over the next few years. If such financing continues at this rate, the remaining borrowings required to ensure a reasonable rate of development could take the form of suppliers' credits without giving rise to debt management difficulties.

Major trade contracts, involving long-term credit for large amounts, probably will continue to require the backing of government.

BUSINESS IN BRIEF

The Government of Bahrain has signed a contract worth nearly \$2m. with international fire and rescue facilities for the provision of aviation technical services at Bahrain International Airport. The contract becomes effective from January 1, 1972 and replaces the previous arrangement with the U.K. Department of Trade and Industry whereby IAL has provided technical services at the airport since 1947.

Under the contract, a total of nearly 300 staff with the necessary qualifications and experience will undertake the operation of the technical services at the airport. Of this total, more than three quarters will be Bahrainis who will be trained to undertake increasingly responsible positions in the course of the contract. Services include the provision of the air traffic control, and the maintenance of the airport's fire and rescue facilities. A domestic fire service is also being established on the island of Muharraq, which is situated, an airport marshalling service, and a section including publishing of the Bahrain Aeronautical Information Publication.

Operation of the meteorological service, including the principal meteorological office at the airport office, the maintenance of the telecommunication equipment and radio navigation aids will also be undertaken.

Caligen Foam has formed a branch in Tessenender, Belgium, where a peeling plant has been established in order to produce polyester foam for the lamination in the country's Common Market.

Transvaal Consolidated Land & Exploration Company, Limited

(Incorporated in the Republic of South Africa)

The following is from the review by the Chairman, Mr. T. Reekie, dated 28th October, 1971, which has been circulated to members together with the Report of the Directors and the Annual Report and Accounts for the year ended 30th June, 1971.

Since the preliminary estimates for the year were published in mid-June certain developments have affected the financial results as audited. The oil venture expenditure, previously dealt with as a non-recurring charge against revenue reserves, has been included in the exploration and development expenditure for the year. Secondly, the acquisition of the outstanding 50 per cent interest in the Millsell chrome mining company, making it a wholly-owned subsidiary at 30th June, 1971, increased the working profit from mining. The full amount of the Millsell company's profit has been included to indicate the possible results in a full normal year for T.C.L., while the pre-acquisition half of its profits and revenue reserves attributable to previous ownership is shown as an adjustment at a later stage in the profit and loss account. Thirdly, as mentioned in the directors' report, a revaluation of the share and loan investment totalling R1,067,000 in the Middelburg Steel and Alloys company required the writing off, as a special depreciation against the unappropriated profits of R981,000.

As the T.C. Lands group has in hand programmes to expand production capacity in the mining fields of both coal and chrome the capital expenditure involved in these projects required greater liquidity by the parent company. Advances were therefore taken on occasions when market conditions were favourable to realise certain holdings and to reduce others.

T.C.L.'s shareholdings in chrome mining, increased by the subscription of shares in an increase of capital by Winterville (T.C.L.) Chrome Mines (Proprietary) Limited and the acquisition of full ownership of Millsell Chrome Mines (Proprietary) Limited, is an investment which is now yielding eminently satisfactory results.

The Douglas and Van Dyks Drift Collieries together produced 2,326,911 metric tons of saleable coal during the year. During the three months July/September, 1971, the sales output of these two collieries totalled 565,849 metric tons compared with 548,253 metric tons sold in the same period in 1970. Although sales output showed an increase, rail transport continued to be a most sensitive factor while profitability was further affected by the rapidly increasing costs of labour and materials. Increases in the controlled prices of the industry's products are now due and are at present under discussion with the authorities. I consider that the review of controlled prices could, with advantage to producers and consumers generally, be officially undertaken biennially. Cost factors in the industry can seriously affect profitability at short notice and price adjustments, when granted, are not ordinarily back-dated under the existing procedures.

In order to improve the efficiencies and productive capacity of the colliery and in anticipation of installing mechanised equipment in due course at Van Dyks Drift Colliery it has been decided since the year-end to commence sinking a new incline shaft to a depth of approximately sixty metres below surface at an initial cost of R90,000.

Dividends from the Brakspruit company for the year ended 30th June, 1971, totalled R366,000 compared with R903,000 for the previous 12 month period. The dividend rates have been adversely affected by the reduction in the producer's price of platinum by \$10

an ounce from February, 1971, onwards, and by the suspension of all royalty payments and shipments of both matte and concentrates for a period of five weeks during March and April, 1971, as a result of a strike at the refinery in America. Royalty receipts were also affected by increased rail rates.

During the year production again increased at all three chrome mines and demand for chrome of all grades remained at a high level. Further expansions in productive capacity are being planned to meet the additional requirements of the local and overseas markets. The slowing-down of economic activity in Japan and the United States in particular could have an effect on demand in the forthcoming year but a significant percentage of the production of all three mines has been committed under long-term contracts.

Local sales to Middelburg Steel and Alloys (Proprietary) Limited increased during the year as the result of increasing overseas demand for ferrochrome. During September, 1971, announcements were published regarding the share and loan investments made in the M.S.A. company. That company's profitability and liquidity has been drastically affected by a slump in the world-stainless steel market but it should be noted that, as the ferrochrome side of the Middelburg operation is not to be reduced and is operating profitably, it is considered that there will as present be no change in the chrome requirements from this company's subsidiary, Winterville (T.C.L.) Chrome Mines (Proprietary) Limited.

T.C. Lands has also conducted exploration and evaluation programmes on certain of its undeveloped chrome resources with a view to possible exploitation when required in the future.

Royalties continue to be received from the mining, on a tribute basis, of various deposits on certain of the company's mineral properties. Chief of these is the amosite asbestos deposit at Penge in the north-eastern Transvaal which is tributed by the Cape Asbestos subsidiary, Egneep (Proprietary) Limited.

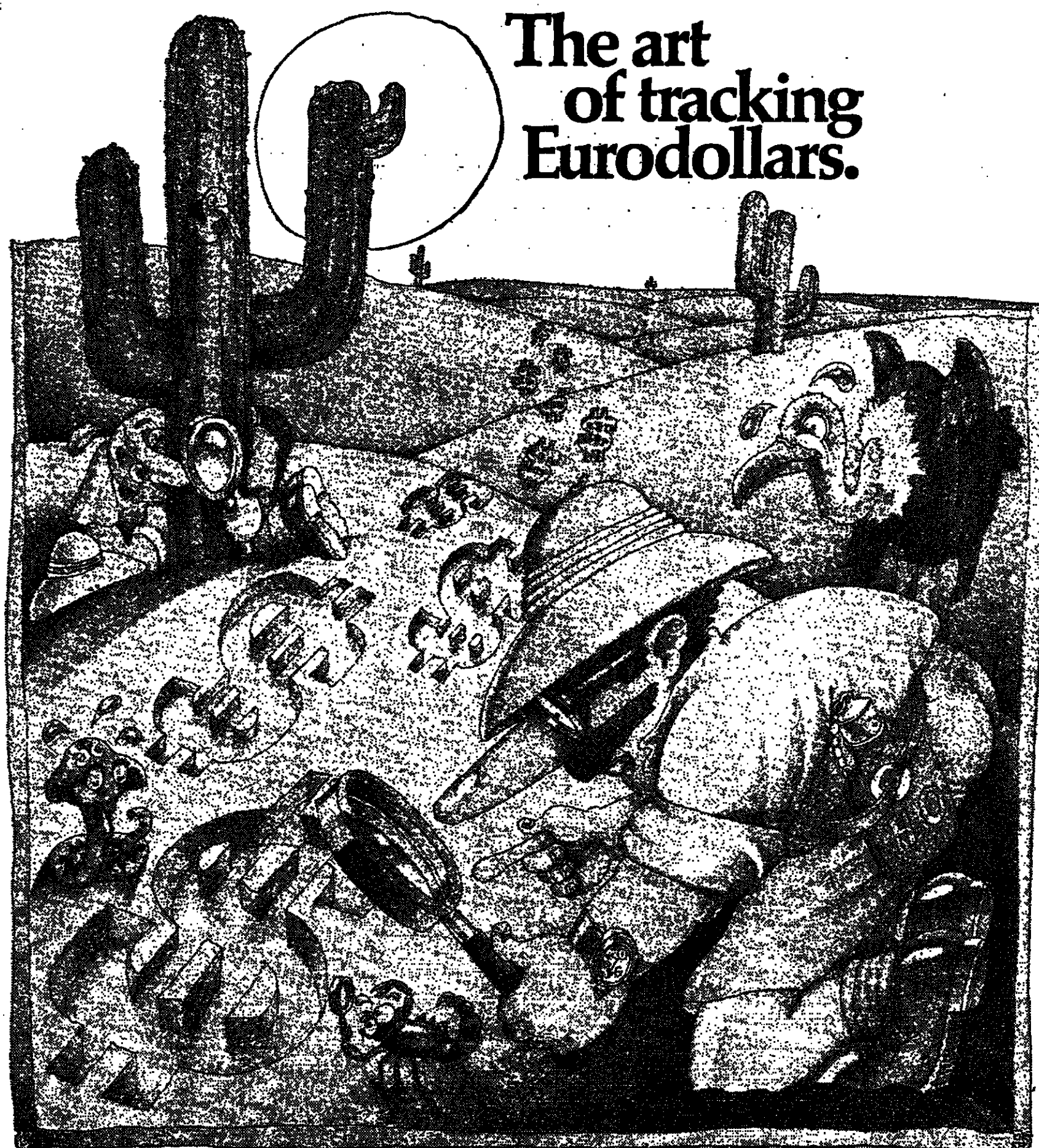
The geological exploration and evaluation of the company's mineral properties again made progress during the past year and a programme on a somewhat larger scale is envisaged for the current year.

With regard to the company's participation in the Mossel Bay/Plettenberg Bay offshore oil venture, the exploratory drilling undertaken by the Rand Mines-Soekor consortium (in which T.C. Lands has a 5 per cent stake) earned the consortium a 52.5 per cent interest in the concession area. Results by others prospecting in adjoining areas could lead to a re-assessment of the position.

The company's technical management and administration remains under the control of Rand Mines Limited following the merger of that company's interests with those of Thos. Barlow & Sons Limited (now known as Barlow Rand Limited) at the end of June, 1971.

The seventy-sixth Annual General Meeting of Transvaal Consolidated Land & Exploration Company, Limited will be held in Johannesburg on 25th November, 1971.

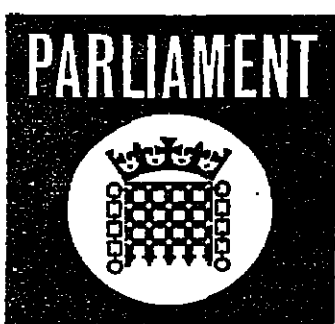
Copies of the Annual Report and Accounts can be obtained from the Share Transfer Office of the London Secretaries, Kent House, Station Road, Ashford, Kent.



It's not too difficult if you're on the right trail. For a big international loan, come to a big international bank group: National Westminster. Through its subsidiary, Westminster Foreign Bank, NatWest can produce the finance you need for overseas expansion or investment. Through its wide international financial network, National Westminster can provide Euro-dollar loans or other currency finance on the scale you need in any country in the world. So put away your explorer's kit and make tracks for National Westminster.

National Westminster Bank
Simply there to help

هنا من الأصول



Davies aids small companies and shipbuilding

By JUSTIN LONG, PARLIAMENTARY CORRESPONDENT

Assurances sought on private legislation

AN MP called for an outright assurance from the Government that Private Members' Bills would not be regarded as "incompatible" with Common Market legislation.

Mr. Gerald Kaufman (Lab., Ardwick) asked: "What on earth is the point of introducing legislation if at the end of it we are to be told it is incompatible with some dictate of the European Commission?"

Unless an assurance was forthcoming, he would force the House to divide on a motion in the name of the Leader of the House, Mr. William Whitelaw, relating to days allocated for Private Members' Bills.

Mr. Whitelaw argued that the time allotted for Private Members' Bills was quite reasonable, but he could not give a blanket assurance such as the one asked for by Mr. Kaufman.

He pointed out that Private Members' business would continue as before.

The House divided and Mr. Whitelaw's motion was passed by 157 votes to 52 (Government majority 105).

New towns loan limits raised by £400m.

THE New Towns Bill, published yesterday, is a two clause Bill to raise the limit on advances available to New Town Development Corporations and the Commission for the New Towns.

New Town Development is financed by loans to the Development Corporations and the Commission from the National Loans Fund. These advances, with the concurrence of the Treasury, are authorised by the Secretary of State for the Environment, and for New Towns in Scotland and Wales by the Secretaries of State for Scotland and Wales respectively.

There is a statutory limit on the advances and it has been customary for this limit to be revised every two to three years. The New Towns Act, 1969, raised the limit to £1,000m. The present Bill provides for an increase of £400m, bringing the total up to £1,400m, for New Town development in England, Scotland and Wales.

Protection on deliveries of fuel oil

By Our Parliamentary Correspondent

ACTION is to be taken by the Government to protect consumers against short measure in bulk deliveries of fuel oil. Announcing this in the Commons yesterday, Mr. Nicholas Ridley, Under-Secretary for Trade and Industry, stated: "I shall be consulting the oil industry shortly with a view to making an order under the Weights and Measures Act (1963) specifying new measuring arrangements in this field designed to remove the possibility of wrong delivery."

Lords told of IRA terrorist methods

THE picture around the world today was "pretty sombre" said Defence Secretary, Lord Carrington, opening the second day of debate on the Queen's Speech in the Lords.

But he added: "Yet there are rays of light which could turn out to be hopeful signs of an improvement." One significant change in the international situation had been the vote in the United Nations to admit the People's Republic of China.

"Another hopeful sign has been the increasing likelihood of a serious effort at obtaining a conference between East and West in order to lessen tension. The strategic arms limitation talks have been going on for some time and, although progress is slow, there is a real possibility of some agreement."

He said there had been talk of a conference to discuss mutual and balanced coexistence in which British troops were being actively pursued in NATO.

Irish situation
Lord Carrington said: "Military measures can do no more than contribute towards establishing the necessary conditions for peace and a peaceful solution to the problems of Northern Ireland."

He said a very experienced officer had told him in Northern Ireland that in no other emergency in which British troops had been involved since the end of the war had there been so much shooting or bloodshed.

"This is hardly surprising for these are the tactics of the IRA—provocation, intimidation and murder."

"Their immediate purpose is to create a mood of revulsion among the British people, which they hope will force the Government to withdraw the armed forces."

With announcements of Government concessionary treatment for small companies and of new proposals on behalf of shipbuilding—not least on the Clyde—Mr. John Davies, Secretary for Industry, yesterday gave the Commons further evidence of the confidence of Ministers that Britain's economy was "at the beginning of an upswing."

Although the measures he disclosed concerned Government aid to those who found it hard to compete, Mr. Davies reaffirmed his faith in a policy of promoting active

competition and fair trading while Britain cleared the decks to enter Europe.

Foreshadowing powerful and active measures to come shortly designed to develop these policies, the Minister condemned the economic forecasts of Mr. Harold Wilson when the debate on the Queen's Speech was resumed.

Dismissing Opposition interruptions with a list of the economic indicators which foreshadowed a year of steady and substantial improvement, Mr. Davies wanted to know what on earth Mr. Wilson

found "divisive" in the Government's programme.

From the Opposition front bench, Mr. Michael Foot gave him Labour's Left-wing view of the programme. The Government's measures were of the wrong type and too late, he declared. Certainly there could be a boom, but one which could not sufficiently make impact on unemployment.

Urged on by the cheers of Labour backbenchers, and listened to attentively by Mr. Wilson and Mr. Roy Jenkins, the idol of the Left-wingers

underlined the warning that his party would expect the Common Market harmonisation legislation to be argued out on the floor of the House.

In something approaching a tirade, Mr. Foot brought his speech to a close with renewed demands for a General Election on the Market issue, and amid cheers and counter cheers, an emphatic declaration that socialism was not as dead as some people might believe. It was coming back into the forefront of controversy, he proclaimed.

Study on Clydebank set up

MR. JOHN DAVIES said that he was commissioning a professional study on Clydebank into shipbuilding yards' resources. It would be with a view to getting advice about industry or industries for which a purchaser was likely to be found.

Other points in Mr. Davies's speech included a £3m. standby facility for Cammell Laird Shipbuilding and Engineering, and the provision of a Minister (Mr. Nicholas Ridley) to be responsible for small companies in Mr. Davies's department following the report of the Bolton Committee of Inquiry.

Earlier, Mr. Davies had dismissed "gloomy forebodings" expressed by Mr. Wilson on Tuesday. Mr. Wilson had been absolutely "no light at all" in the development of our economy. "But I can only say that all that is wholly at variance with the optimistic picture available to the Government."

After referring to improvements in several fields in the third quarter of this year, Mr. Davies said: "It doesn't sound like a stagnant economy. The prospect is one of continuing growth with the unsettling elements which are evident in the economy of the last half of 1970 and the first half of 1971 showing a credible degree of moderation."

He realised that the signs of improvement in the two most recent factors—low industrial investment and a distressingly high level of unemployment—had yet to manifest themselves. These were always the most obscure in answering to the beginning of an upswing.

Mr. Davies said, in referring



DAVIES... Beginning of an upswing.

to the EEC, that the reinforcement of national policies to overcome regional problems by Community action was both welcome and likely to evolve considerably in years to come. He had very much experience on our side in this field.

He said he hoped shortly to elaborate on the general indications he gave at the end of last year about the Government's thinking on competition and the measures it proposed.

MPs would find these proposals "imaginative and valuable." They should constitute a powerful strengthening

of the consumers' and the report from them would be available early in the New Year.

The Govan Shipbuilders' feasibility study was expected to be completed by the end of the year.

Mr. Davies told Mr. William Ross, "shadow" Scottish Secretary, that there was not likely to be any significant degree of redundancies between now and the time of the reports.

Two very able men had been taken on as chairman and managing director and their first task was to appraise the future prospects of the company.

They considered greater confidence would be given for it to be carried out thoroughly and deliberately if they had access to stand-by financial facilities of £3m. over the course of the next year or so. I have agreed to give them this facility.

Mr. Davies said that without this facility it would be very much more difficult for the new management to carry through work on existing orders.

He accepted, he went on, the recommendations of the Bolton Committee of Inquiry. Small firms published yesterday that a small firms division should be set up within his Ministry.

He also accepted the recommendation that in the Department a Minister should be designated as responsible for small companies.

Mr. Davies said he would give Ministerial responsibility to the Under-Secretary for Industry, Mr. Nicholas Ridley. "A division will be set up whose primary function will be to support him in this work."

The PA Management group had taken this on and he hoped a

Where the Leader of the House was trying to take away powers from the House, he had a special obligation to ensure that discussion on the proposals themselves should not be curtailed by any kind of device whatever, said Mr. Foot. (Labour cheers.)

"Some of us thought the Prime Minister's answer on this subject was extremely flippant."

He asked for an undertaking from the Leader of the House that "all this nonsense about having one enabling Bill and no second Bill is purely a piece of flimflam on the part of the Prime Minister—not to be taken seriously."

Both Bills—the one needed to carry through accession to the Rome Treaty and the full harmonisation Bill—were major constitutional measures.

It would be a complete breach of the House's traditions for any Government to contemplate taking either of them anywhere but on the floor of the House, said Mr. Foot.

Where the Leader of the House was trying to take away powers from the House, he had a special obligation to ensure that discussion on the proposals themselves should not be curtailed by any kind of device whatever, said Mr. Foot. (Labour cheers.)

"Some of us thought the Prime Minister's answer on this subject was extremely flippant."

He asked for an undertaking from the Leader of the House that "all this nonsense about having one enabling Bill and no second Bill is purely a piece of flimflam on the part of the Prime Minister—not to be taken seriously."

Both Bills—the one needed to carry through accession to the Rome Treaty and the full harmonisation Bill—were major constitutional measures.

It would be a complete breach of the House's traditions for any Government to contemplate taking either of them anywhere but on the floor of the House, said Mr. Foot.

Help for mineral explorers planned

A BILL introduced in the Commons yesterday enables the Government to contribute 35 per cent of the cost of exploring for and evaluating mineral deposits in Britain and on the Continental Shelf.

The scheme will be selective and confined initially to non-ferrous ores and barium minerals, fluorapatite and potash. Expenditure of up to £25m. is provided for in the Mineral Exploration Bill and there is provision for another £25m. if necessary.

The money will be recovered where the projects results in a productive mine.

Minerals known to exist in Britain include tin, potash, copper, lead, zinc, tungsten, gold and uranium. Except for a little lead and zinc produced as by-products of fluorspar mining in Derbyshire, the only non-ferrous ore currently mined is tin.

Two tin mines operate in Cornwall, and a third will start production there soon.

Ministers in talks on economy

By Richard Evans, Lobby Correspondent

THE Prime Minister invited a group of senior Ministers to an informal dinner at 10, Downing Street to discuss the economic situation and likely trends in the future.

It was emphasised that no decisions could flow from the talks, but Ministers would have the opportunity to put forward views informally and not in the presence of official advisers.

Similar meetings on different subjects are expected to be held in the future.

Ministers are likely to have been most concerned last night with the unemployment situation, the delayed effect the Chancellor's summer measures have had on the economy, the prospects for investment and forward economic planning with an eye on the next General Election.

Present were the Chancellor, Mr. Anthony Barber, the Secretary for Employment, Mr. Robert Carr, the Secretary for the Environment, Mr. Peter Walker, the Secretary for Trade and Industry, Mr. John Davies, the Lord President, Mr. William Whitelaw and the Minister of Agriculture, Mr. James Prior. Sir Keith Joseph, Secretary for Social Services, arrived after his wind-up speech in the Commons.

Bill fixes bank holiday dates

By JOHN HUNT

THE PERMANENT fixing of bank holiday dates along the lines of the experiment which has been in force since 1965 is proposed in a Government Bill published yesterday.

In England, Wales and Northern Ireland, the spring and summer bank holidays would be permanently on the last Mondays of May and August respectively. The Bill would also make the use of a Royal Proclamation unnecessary in specifying a bank holiday date.

The existing arrangements in Scotland are unaffected by the proposals but provision is made for an additional Scottish bank holiday on January 2. However, when that date falls on a Sunday the holiday would be on January 3. This brings the number of Scottish holidays into line.

Special cases
In addition, the Bill would modernise the power to grant additional days of closing for financial institutions should the need arise. It would introduce "special days" on which they could be closed by statutory instrument.

This would include banks, the Stock Exchange, the National Giro, foreign currency dealers, gold and silver bullion dealers, and dealers in futures on commodity markets.

Benn speaks up for 'men of principle'

By JOHN HUNT

MR. ANTHONY WEDGWOOD BENN, chairman of the Labour Party, last night came out in favour of a relaxation in Party discipline and spoke up for "men of principle" who stick by their beliefs.

These remarks will cause some raising of eyebrows in the Labour Party coming, as they do, from the man who has led the attack on Mr. Roy Jenkins, Labour's deputy leader, for defying the Party whip over the Common Market.

Democracy
Addressing the Fabian Society in London, Mr. Benn declared that Party democracy is more relevant than sterile personality clashes from which the Party suffered in the past.

The strengthening of Party democracy, he said, was a better way of "handling our differences" than could ever be achieved by trying to use disciplinary methods to secure agreement.

"The Party has always gained from having men of principle within it who have fought hard for what they deeply believe," he said. "No one wants to coerce those who have so much to offer."

At a Press conference called earlier in the day to discuss his Fabian lecture, Mr. Benn said that it dealt with general principles and he refused to be drawn into a discussion about Whitelaw and the Minister of Agriculture, Mr. James Prior.

Asked about his reference to men of principle, he stated: "What you make of it is for you. I have always been opposed to disciplinary methods being used."

Mr. Benn emphasised that his lecture, entitled "The Labour Party and Democratic Politics," was originally mapped out some months ago. However, in it he took several swipes at the basic state of Labour's affairs which are hardly calculated to reduce the temperature of the Party in its present fevered state.

"Cynicism about Parliament and about the Parliamentary Labour Party are not a new phenomenon," he said. "What has happened on the Common Market could deepen that lack of faith."

"There must be a reassessment of the role of the Labour Party and the way it operates within the Parliamentary system. That reassessment which was in any case necessary, is now in the light of what has happened, critical."

The starting point should be a frank admission of failure—starting with the failure of the Party to act together on the Common Market. He posed the question: "Have we failed because Labour has been betrayed by its leaders?"

But he went on, the danger of believing this argument was that it created a search for new hero figures.

Fire defence need not burn a hole in your balance sheet

Be prepared for fire at any time. £100 million of property goes up in flames every year. With the aid of premium discounts and tax allowances, the cost of installing fire protection equipment can now be recovered in only a few years.

* Tax paying businesses in development areas qualify for an allowance equal to 100% of expenditure on equipment. For the first time service industries will benefit from these arrangements under government measures announced in July 1971. Companies may now set the 100% first-year allowance against the profit of the preceding three years if it cannot be absorbed by their current year's profits. Claims need to be made in the period when expenditure was incurred.

* All other tax paying firms, under a special government concession, can write off 80% of the cost in the first year, and a quarter of the reducing balance in each subsequent year. The concession lasts until August 1973, when the previous 60% allowance will be reintroduced.

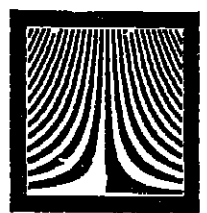
* Insurance relief. Insurers give substantial discounts (70% or more) to firms who install approved fire protection equipment. Discounts are available on loss of profits insurance as well as fire insurance.

Contact the local fire brigade or your insurer for advice on your fire defence problem.

Contact us for details of case histories, leaflets and 16 mm film on fire defence for businessmen.

Central Fire Liaison Panel
6th Floor, Aldermay House, Queen Street, London EC4P 4JD.

هكذا من الأهل



The Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

COMPUTERS

Clearing bank nears on-line target

BY January next year, the whole accounting operation of Williams and Glyn's Bank—apart from its Channel Islands branches—will be on-line to computer equipment installed in London. This means a total of 310 branches covering 500,000 accounts and 400,000 standing orders.

Measured against the task of computerising the accounts of a National Westminster Bank with its 3,600-odd branches, this would appear to be a relative minor feat. But the fact remains that Williams and Glyn's computer department under Mr. David Robinson, has coped with a merger and the problems of operating a large Post Office line network with surprisingly little trouble, adding accounts to the system at as good a rate as any of the large clearing banks and preparing for replacement of existing computers with the more advanced IBM 370s at the same time.

The first new machine—a 155—will be put in during the course of this month and it will be followed in February by a 146. The latter will generally operate as the communications handler and the larger machine will be employed on batch processing and systems develop-

ment serving also as the stand-by. This is at the larger centre in Lombard Street.

At Victoria Avenue, one of the two 360/80s is being replaced by a larger 40 to handle the bank's clearing work and speed customer account information printing, a detail of service on which the bank prides itself.

This installation also acts as the input/output centre for the main equipment but its primary function of clearing demands attention to as many as 150,000 cheques a day.

By the spring or early summer of next year, the remaining branches will have been brought on-line and the bank will then have achieved full computerisation, at least a year ahead of the other clearing banks.

Entries on customer accounts are one of the three main types of information transmitted over the system. Control totals and messages and main file amendments are the other two. It is expected that in the relatively near future, real-time enquiries will be added. These are now answered within 24 hours.

The bank, which has 100 computer staff including 35 on development work, cannot claim to have justified its computers on the grounds of labour-saving

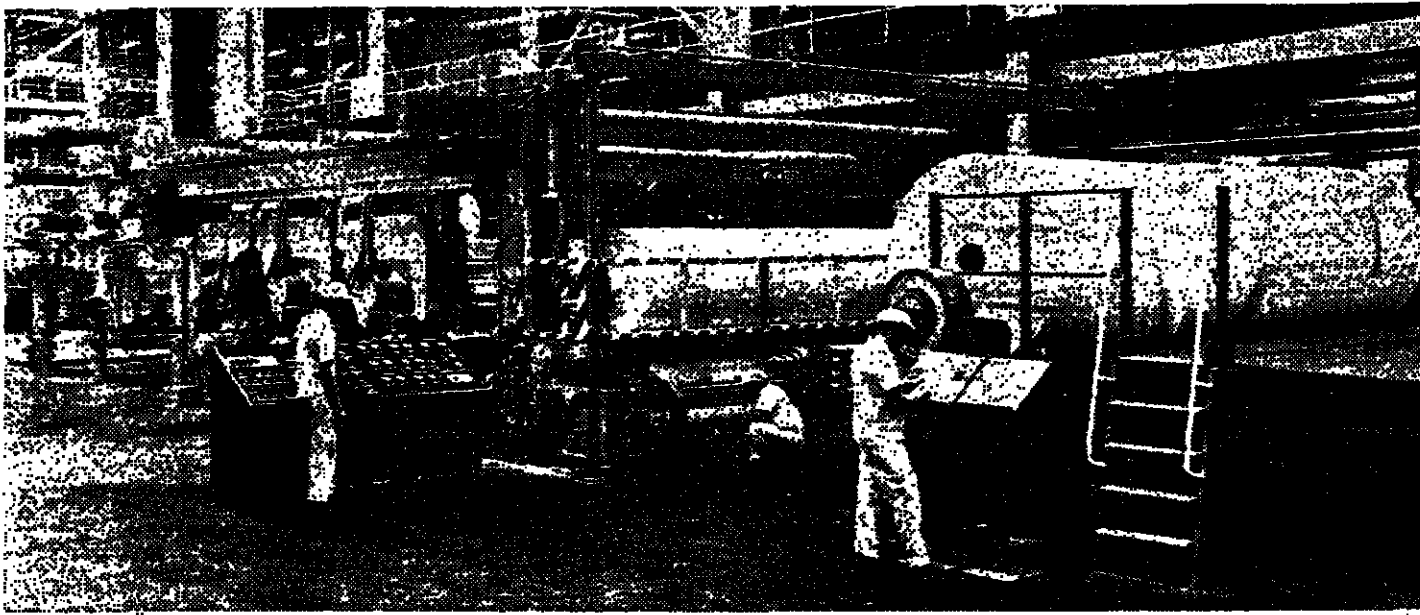
alone. But David Robinson says that it would have been impossible to get through the work now being done each day with a clerical staff of the order of what it was before the mergers. In view of the current competition between the banks and the way in which customers have been reacting to some of the changes resulting from computer control, this is significant.

The bank's computer management is well aware of the conflict of philosophies between preliminary processing at source in any network and processing at an intermediate stage by the so-called concentrators introduced by IBM as its answer to the "intelligent terminals" of Burroughs, for instance.

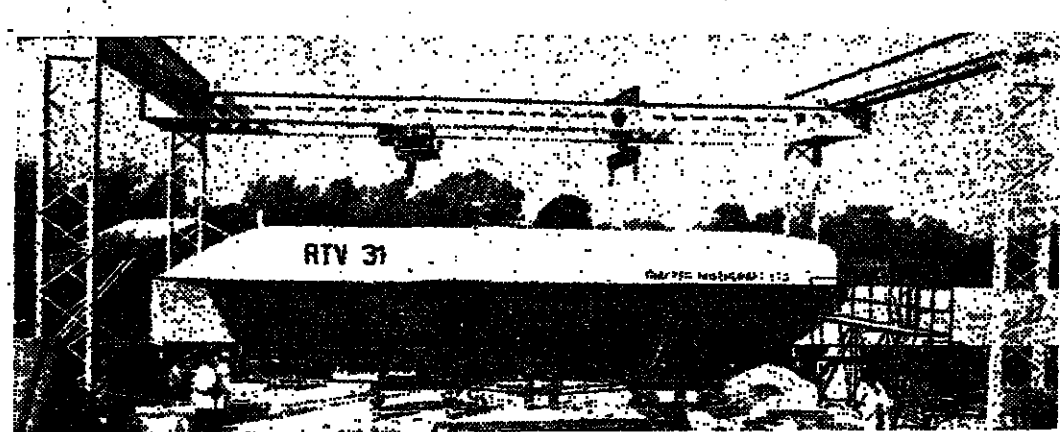
The bank has followed the IBM route and observes that one advantage of a design based on concentrators is ability to add different types of terminal without change to the basic network.

of philosophies between preliminary processing at source in any network and processing at an intermediate stage by the so-called concentrators introduced by IBM as its answer to the "intelligent terminals" of Burroughs, for instance.

The bank has followed the IBM route and observes that one advantage of a design based on concentrators is ability to add different types of terminal without change to the basic network.



This is the winding end of the world's fastest paper-making machine, installed at the Prudhoe Mill of the Kimberly-Clark organisation. The mill, which has cost \$10m, to be opened by Princess Anne on November 23. It is a tissue mill and converting plant which includes some up-to-the-minute equipment and has the capacity to turn out the equivalent of 300,000 large Kleenex boxes a day. The mill is sited in one of the worst industrial black spots and is providing employment to some 400 staff, mainly local people. Expansion plans aimed to come into fruition by the middle of the decade promise further employment in the area, which is expected to become a show site for the industry.



Britain's experimental hovertrain—designed for motor propelling the hovertrain is practically speeds up to 300 mph—now on its track at the Tracked Hovercraft, Earith, Hunts, at the start of a test programme. The train does not carry hoverpads, and is suspended as an aid to pinpointing noise sources. A programme of noise reduction aims to achieve acceptable standards. Comprehensive data is transmitted by radio telemetry to the control centre. The linear static tests will take several weeks.

Background counts

ACCORDING to Dr. Dennis Chandler, managing director of Atkins Computer Services, it seems to largely account for nowadays behaviour anyone thinking of starting up a data processing bureau to ensure that an initial data base of safe dimensions already exists, so providing a workload which can hopefully carry the organisation over any initial financial difficulties.

This is what his company was able to do when it started up two years ago, building upon an acknowledged background of constructional engineering consultancy work. The company now numbers Plessey, Unilever, ICI, Tube Investments, Alcan and British Steel among its clients, it is broadening its base of activity all the time, and it expects to return over £7m. in the current financial year.

The bureau now has equipment to the value of £2m. installed including a recently arrived Sigma 7 and its list of clients exceeds 200. The bureau, says Dr. Chandler, is in the black. Confidence in the ability of the bureau to really understand its

customer's problems—to date mainly heavy engineering ones—seems to largely account for its success in the areas it has tackled so far.

Dennis Chandler now aims to gather expertise in other areas of data processing with the ultimate object of having the business divided into three more or less equal parts—one third engineering orientated, one third "bread and butter" work such as payroll, and one third in the more esoteric areas of management control information. He also has plans for his company to run a data "ring main" around Europe in the form of telephone lines punctuated with what he called "data power houses."

Atkins Computing Services now employs some 80 people, and of the 200 or so bureau businesses in the country claims to be the value of £2m. installed including a recently arrived Sigma 7 and its list of clients exceeds 200. The bureau, says Dr. Chandler, is in the black. Confidence in the ability of the bureau to really understand its

AUTOMATION

Control at low cost

A LOW-COST controller recent advances in industrial announced by the Automation Systems Division of Ferranti yesterday brings digital control to a range of manufacturing and processing operations.

The CP6 controller is a self-contained unit providing sequence control, or continuous control functions for up to 64 control loops in a plant. In addition to the facilities provided by conventional controllers or sequencers, the Ferranti controller gives alarm limit checking, plant and operator logs, a centralised display and standby controls. A communication link allows several CP6 units to operate together or to work into a central supervisory or management system. These features allied to the low cost—roughly comparable with that of analogue controllers—place the CP6 among the most significant

advances in industrial control. An advantage of the CP6 controller is its ability to operate in three different ways. Whether it is to control a process requiring just continuous control or sequence, or an operation where both are required hand-in-hand, the same basic equipment configuration is used. The choice of continuous or sequence control—or a combination of both—is made simply by selecting the appropriate program.

The basic simplicity of the Ferranti CP6 systems means that the user need not be familiar with computers, or even conscious of any computer influence on his operations.

The controller is also geared to work with existing standard instruments and actuators in a plant. It will accept variations in the range normally provided by pH meters,

thermocouples, radiation pyrometers, resistance thermometers, power meters and most other industrial measurement instrumentation. Digital inputs can be accepted from normal on/off switches, push-button alarm contacts, limit switches and other similar devices.

Simulating clay mixes

MEASUREMENT Aids is conducting a £27,000 contract with the English China Clays group to cover the final stages of equipping major refinery plants with an advanced type of simulation equipment.

The main contract item is the largest linear mix simulator so far produced by Measurement Aids. The unit will be able to formulate up to six products simultaneously out of 23 different feed clays available from pits in the local area. The new unit will replace a much smaller simulator which has been in service for four years, and which was calculated to have saved its capital cost every six months.

This equipment—departs markedly from the normal "computerised" approach to blending problems in that it offers the facility for very rapid and effective man-machine interaction, allowing effective control in the face of daily or even hourly variations in plant and customer requirements.

English China Clays feels that flexibility in its blending operations not only ensures a high degree of product consistency and customer service, but also enables reserves to be used in a balanced manner which will help to minimise future environmental problems.

Measurement Aids is exploring the potential for similar equipment both in mineral processing and similar applications, and also for regulating traffic in transportation networks in emergency or peak demand conditions.

The company operates from 90, Tontine Street, Folkestone, and has already launched analog equipment which will speed up company modelling techniques very considerably.

of fibres builds up during winding, the rotational speed compensated so that the diameter of the filament remains constant. This is accomplished by a solenoid adjustable frequency power supply, which includes digital circuitry that programs the rotational speed of the motor as package builds up, thus maintaining constant surface speed.

Use of the system allows many different shapes to be turned, by simply changing the speed of the hobbing over a range of 25 to 1. The compensator program may be changed over a wide range by a similar adjustment.

The system is open loop, increased accuracy and repeatability. Power supply frequency is determined by a digital counter circuit which is controlled by a crystal oscillator.

The winder motor is controlled by the operator only in the start and stop. The motor speed responds to a foot switch push-button activated start command by raising voltage and frequency at a rate which is set by motor current and a preset control. When the frequency reaches the value set by digital control, the frequency is stopped, and a solenoid commences the winding process at a pre-set time, reloads the winder with empty spool, and restarts motor.

Joy Manufacturing is at Cap House, Church Street, Epsom, Surrey.

Work study speeds up

LABORATORY trials on "Automat" system of computerised work study have been completed and application of industrial techniques should lead to its being commercially available in the near future.

Developed by the department of production engineering at Birmingham University, the system design work was ported by funds from the Sci. Research Council.

Given information about a task and tools required for assembly task, Automat will produce work layouts for parts and tools, detailed summary methods description and analyse the work involved in order to guide methods improvements. The methods analysis uses the MTM-2 pre-determined motion time system.

The work place may be set in as little or as much as the practitioner requires. Similarly a work sequence may be specified in a high level language or in a mixture of level languages. Work on Automat is heavily on the results of the "Sammy" project to build computer model of a man.

Winding at a constant speed

A PROGRAMMED system to produce constant linear velocity for winding fibre filaments has been announced by the Task Corporation, a subsidiary of Joy Manufacturing Company. It has an application in glass, synthetic fibre, wire and other filament winding operations.

As the diameter of the "pack-

MATERIALS

Continuous production of tiles

FLUOROCARBON and asbestos conveyor belts used in tandem turn out vinyl tiles in a continuous process. The belts will withstand process heat and the viscous vinyl does not stick to them.

Vinyl chips are first sifted on to the belt, which carries them under infrared heaters to melt the plastic into a solid sheet. The Teflon belt then goes under an upper belt of polished stainless steel which is pressed against the vinyl to give it a smooth surface.

The vinyl then is strong enough to act as its own carrier, so it leaves the conveyor belt and goes through a water tank. For final finishing, it is fed on to another Teflon belt, carried under additional heaters to soften the plastic, and then run through embossing rolls to give it the final finish.

The main process belt is 800 feet long and withstands temperatures of 400 degrees F., says the Plastics Department, Du Pont Co., Wilmington, Del., U.S.

Measuring dielectric

FLUOROCARBON plastic, produced by melting instead of sintering, has been chosen as a new American standard for dielectric constant and dissipation.

Glass and fused silica were formerly used as standards, but the Teflon TEP plastic is closer in value to standard insulating materials. Also, says the Plastics Div., Du Pont Company, Wilmington, Del., U.S., it can be certified to plus or minus 0.0042 per cent, compared to 0.3 per cent for the ceramics.

The choice was made by the U.S. Bureau of Standards after it found FEP, the melted Teflon form, had an even and predictable change in volume with temperature change. Teflon TFE, made by sintering and pressing, exhibits a sudden change in volume at 67 degrees F. Also, the dielectric constant of Teflon does not change with changes in humidity, and, since it does not contain a plasticiser, there is no change of characteristics due to loss of this additive.

Pre-treated wire for soldering

AN electroplated coating of a tin-lead alloy makes it easier to solder the copper wires used to connect electronic components. As a result, completed circuit boards can be soldered in a single step by dipping them into

molten solder. Mechanical connections are made with the electroplated wire and the whole board dipped in the solder bath. Only the coated junctions are soldered, the other components being unharmed.

The electroplated wire is made by the Camden Wire Company of Camden, New York, U.S., which says its product has better concentricity and uniformity of coating than wire tinned by other means. Plated wire is available in American sizes from 16 to 26 (British swg 18 to 28).

Up to 20 wires are fed at a time into the plating bath, which uses an anode of the tin-lead alloy. Plating time is 50 to 500 feet per minute, depending on the thickness of the coating desired.

PRODUCTS

Multi-layer mat traps the dirt

THE initials ECM for many engineers have long stood for "electronic counter measures" but have recently taken on a new meaning: "environmental control mat."

Such a mat recently introduced by Starchem of 27a Pendeford Airport, Wolverhampton WV9 5HA is made up of 50 impregnated layers of disposable covers that fix and immobilise dirt from all traffic passing over them, wheeled or foot. The impregnated is antistatic and contains a bactericide.

The mat is made in two standard sizes, 4 foot x 3 foot, and 3 foot x 2 foot, but special sizes can be manufactured to order. When the 50 covers have been used a refill set may be purchased and is easily fitted to the surround.

Quiet lab compressor

FOR applications where a clean, dry, oil-free, constant pressure and stable supply of compressed air is required, Evans Electroselenium of Halstead, Essex, are marketing the EEL 249 compressor. The company says that the unit is particularly suitable for use with flame photometers and atomic absorption spectrophotometers.

It consists of a double ended pump driven by a low speed motor to give the desired quiet running characteristic, and delivers 15 litres/minute of air at 0.7 kg/square cm at a maximum output pressure of 2.2 kg/square cm. The free air displacement is 22 litres/min.

The EEL 249 is fitted with a water separator to ensure that the supply is completely dry, and this can be lifted off the compressor casing and fitted in any convenient position closer to the apparatus receiving the air supply.

METALWORKING

Powder into complex shapes

NCR has been making powder metal parts for many years. Last year it produced some 50m. high density powder metal parts out of 500,000 pounds of iron powder.

However, with machinery they were using they found that some parts with multi-levels were uneconomical to make as sintered parts because of the high cost of tooling. This was because if a powder metal part has more than two levels and each level must have uniform density, separate compression for each level is required which requires complicated tooling.

With the installation of Stokes multi-motion compacting presses the many movements required to make these complex parts are built into the press so that relatively simple and low-cost tooling can be used. Six Model 640 powder metal presses have been installed. These presses, rated at 50 tons maximum compression, have five independent compacting motions—two upper and three lower—with underfill or resistance pressing controls. One lower motion may serve as a stationary, movable, or ejecting core rod; or as a resistance motion; or it may drive another punch.

Because the press offers five movements, costly die features such as springs, latches, and fingers are eliminated. Maximum compacting pressure can be applied to the upper punch assembly and lower outer punch.

A further advantage is that the secondary upper punch simplifies production of high density torus shaped parts with double hubs, and allows much greater freedom in punch timing and powder transfer. Dies can be shouldered or projecting sections can be pressed in the die, as the supported die table will withstand a full 50-ton compaction.

Dimensional tolerances required by NCR are very tight. The Stokes design allows a tolerance in the direction of press motion of plus or minus

0.001 inch. Radially, toolance is also 0.001 inch or less.

Clearances between punch and dies are very small. Slightest misalignment of components could lead to and repeated tool failure by abrading of the tool steel by the carbide die.

With a scientific rigid press, the will last almost indefinitely the powder itself it not abraded after producing over 14m. with a single carbide die. Stokes 640 press, the die will last within blue-print tolerances. Penwalt, Doman Road, Berley, Surrey, can supply information.

INSTRUMENTS

Flexible signal generator

CHOOSING from a number of basic modules makes it possible for a user of a new signal generator from Farnell Instrum Sandbeck Way, Wetherby, to meet the needs of any requirements with relative without buying any more equipment than is really necessary. In addition, the company supply any custom built module that may be required to suit order.

There are four oscilloscope modules covering the frequency range from 1 kHz to 100 MHz. The variable capacitor diode tuner and the simplified screening of the secondary upper punch simplifies production of high density torus shaped parts with double hubs, and allows much greater freedom in punch timing and powder transfer. Dies can be shouldered or projecting sections can be pressed in the die, as the supported die table will withstand a full 50-ton compaction.

By agreement between Financial Times and the information from The Technical Page is available for use by The Stokes design allows a tolerance in the direction of press motion of plus or minus

Electrical engineers are invited to be unfaithful

Unfaithful to the habits of a lifetime. You want to start something—like a piece of plastic with a high inertia load.

Don't use an expensive slip ring motor or control. Just fit a Fluidrive coupling between the squirrel cage motor and the machine.

The service-free mechanical solution. Fluidrive couplings give wonderfully smooth start without shock loads on motor or plant and provide built-in overload protection. They are virtually maintenance-free.

Fluidrive couplings are available for duties from fractional to 20,000 hp—also as adjustable speed units.

FLUIDRIVE
Fluidrive Engineering Co. Limited, Isleworth Middlesex
01-560 1121 Telex 24107

Storage tanks

by **Capper-Neill**

Sure, we're proud to be the world's largest charter airline.

But there's more to being first than size alone.

It's a matter of record that we're Number One in the charter airline business. By every meaningful yardstick, World is "the largest charter carrier and America's third largest worldwide airline."

We've always made a profit, despite the obstacles confronting the supplemental airline industry. To accomplish this, we've had to run an efficient organization. We put earnings back into the company. And bought the latest intercontinental jets, all convertible from passenger to cargo use. We acquired First Western Bank, with over \$1 billion in assets. So World has financial strength second to no carrier—charter or scheduled.

What made us Number One?

World has always been a pioneer. In 1963, we led the battle to pass legislation that made the supplemental industry possible. World's standard of excellence has earned the company a reputation among chartering organizations as "No. 1" in reliability and service.

Last year, we proved our case before government leaders, showing that the public interest demands a more liberal and supportive government policy toward the charter concept. The President of the United States said in his 1970 International Aviation Policy Statement that the supplemental airlines are a vital element in U.S. air transportation. The statement suggested parity with scheduled carriers in gaining foreign landing rights.

World has also made a vigorous effort internationally to gain broader acceptance of charter travel. World's President and Chairman of the Board, Edward J. Daly, and other World officials are personally conducting an intensive campaign to bring about changes in charter policies throughout Europe, Africa, Australia and the Orient. In recent months, Mr. Daly has discussed international uplift and landing rights with top

government officials and our own ambassadors with two goals in mind: to expand the horizons of charter travel for U.S. citizens and to afford the opportunity for more people throughout the world to "visit USA."

We don't take our civic responsibilities lightly.

When you're Number One, you have responsibilities beyond the dollars and cents of financial statements.

You have an obligation to your own community and, beyond that, to the world community—those emerging nations of the world who are seeking help in accelerating economic development. World is currently assisting five countries in Asia, Africa and the Middle East.

In their endeavours to establish modern, efficient air transport systems, we have aided their national carriers in acquiring jet aircraft equipment, and by temporarily providing flight crews and maintenance technicians while we trained their own crews to take over as quickly as they became qualified.

The World of tomorrow.

We look at things business and industry will need not just today, but a year from now. Or five years from now.

Construction is underway on the new \$12 million World Air Centre at Oakland International Airport. This mammoth project is being built by the Port of Oakland in cooperation with the Economic Development Administration of the U.S. Department of Commerce. It covers 63 acres, and the huge hangar, one of the world's largest, will be big enough to hold four 747 jets. With this facility, we'll be able to offer any airline complete maintenance service on any plane now flying or on the drawing boards. These services include everything from refurbishing and painting to X-ray testing and airframe overhaul.

This new complex will require a substantially larger work force than the present World Air Centre. To fill many of these jobs, World is committed to an extensive training programme for the unemployed and under-employed.

We're also looking ahead to an extensive expansion of our corporate aircraft maintenance facilities. We're designing the most sophisticated centre ever developed for small-to-medium sized jet, turbo jet and piston-engine planes. This is a new, fast-growing field of business. And we're making sure World is ready for it. Now.

Steady profit proves success.

Throughout more than two decades in this newly developing industry, World Airways has established a remarkable record of success in all areas of its operation. We're the only supplemental airline listed on both the New York and Pacific Coast stock exchanges. Our growth and stability have been achieved by a responsible, forward-looking company providing the finest service in the charter airline business.

As the tables show, our programme has made us Number One over some keen competition. And that's where we intend to stay. Number One.

*1971 Report on the Supplemental Airline Industry, National Air Carrier Assn., August 1971, pg. 5.

Current Standing of the Three Leading Supplemental Airlines.			
June 30, 1971	World	Airline "A"	Airline "B"
Total Assets (\$000)	\$170,526	\$131,182	\$70,536
Net Worth (\$000)	\$66,842	\$32,205	\$35,350
Working Capital (\$000)	\$6,600	\$636	\$(-7,244)
Net Income (\$000)**	\$5,631	\$1,408	\$786
Total Operating Revenue (\$000)**	\$30,727	\$27,611	\$25,355
Passengers Carried**	277,378	264,636	218,695
Revenue Plane Miles (000)**	8,339	5,892	9,247
Employees**	1,330	796	882

Leading Supplemental Airline.									
	1965	1966	1967	1968	1969	1970†	June 30, 1971		
Total Assets	World	World	World	World	World	World	World		
Net Worth	World	World	World	World	World	World	World		
Working Capital	World	World	World	World	World	World	World		
Net Income	World	World	World	World	World	World	World		
Total Operating Revenue	World	World	World	World	World	World	World		
Passengers Carried	"A"	World	World	World	"A"	"A"	World		
Revenue Plane Miles	World	World	World	World	World	World	World		
Employees	World	World	World	World	"B"	"B"	World		

†1970 results are not representative because World Airways experienced a 51-day flight crew strike between May 14, 1970 and July 3, 1970.

**1st half, 1971.

Source: CAB Form 41.

World Airways
WORLD'S LARGEST CHARTER AIRLINE
A U.S. CERTIFICATED SUPPLEMENTAL CARRIER

WORLD AIRWAYS INC., Gatwick Airport, Horley, Surrey. Tel: 0293-33525.



The new World Air Centre at Oakland (California) International Airport. The 275,000 sq. ft. hangar will hold four 747's. Or six DC-10's. You name it. We'll handle it.

'Definite policy' needed for shipbuilding

BY OUR OWN CORRESPONDENT

IT WOULD BE of great help to British shipbuilding and ship-repairing if the Government were to declare some definite policy for the industry, said Mr. Anthony Greenwell, managing director of the Doxford and Sunderland shipbuilding group, here to-day.

Speaking after the launch of the 135,000 deadweight ton bulk carrier, Oreanda Bridge, from the group's North Sands yard, Mr. Greenwell said a definite policy would enable the industry to plan for the future, instead of being left in a state of confusion and uncertainty.

Shipbuilders' most recent disappointment, as far as was concerned, was the Bank of England's announcement last week of a 10 per cent increase in the rate of interest on overdrafts.

Mr. Greenwell said that the Government should approach the industry with a definite policy, and that it should be a policy which would enable the industry to plan for the future, instead of being left in a state of confusion and uncertainty.

He said that the industry was in a state of confusion and uncertainty, and that it needed a definite policy from the Government.

Mr. Greenwell added that the industry was in a state of confusion and uncertainty, and that it needed a definite policy from the Government.



Mr. Anthony Greenwell

during recent inflation and as a result faced big losses over the next two years.

The present Government had stated quite clearly that no more

SUNDERLAND, Nov. 3.

lame ducks would be given assistance. "I support that policy but if international competition, often on unequal terms, and inflation combine to cripple the industry to the state where the majority of it would disappear, the Government may well be required to answer two vital questions.

"These are: Do we want a shipbuilding industry in the U.K.; and, if so, how big should it be and where should it be sited?"

The size of the industry would be for the Government to decide, and as to the siting the record of the North East Coast was second to none. He pointed out that the shipbuilding and repairing labour force had fallen from 125,000 in 1954 to 66,000 in July this year.

"I would stress that of the vast sums of money injected into the industry since the Geddes Report only a very small proportion has found its way to the North East and none to this company."

The present position was perhaps the biggest challenge facing the industry since the 1930s but it was one which could be overcome by such Government assistance as was given to its rivals abroad.

Oreanda Bridge is being built for Ore Carriers an associate company of Houlder Brothers.

Caerphilly to have hypermarket

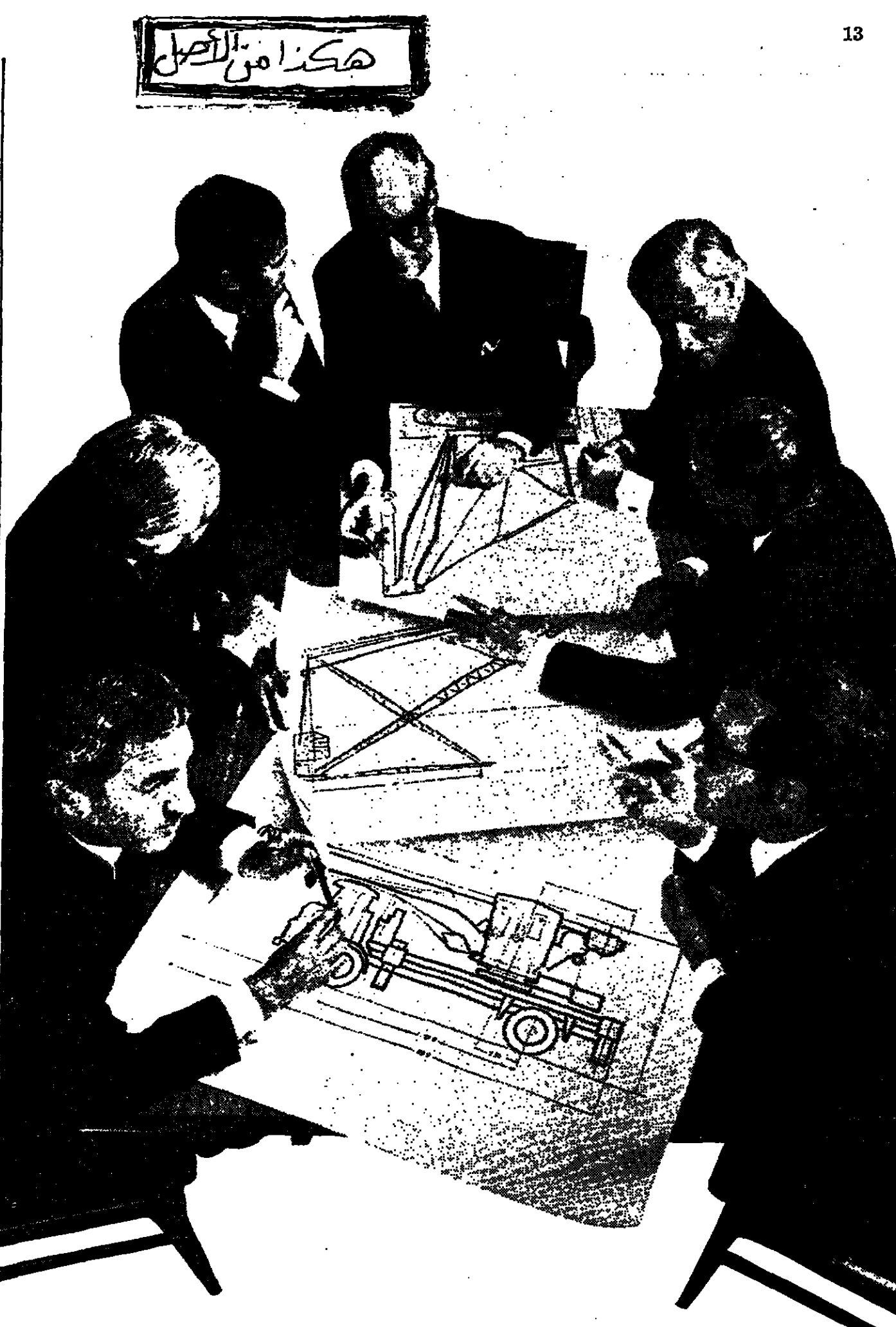
THE FIRST large French-style hypermarket is to be opened in Britain in the autumn of next year. Situated in Caerphilly, Glamorgan, it is to be operated by Hypermarket Holdings under the trading name of Carrefour.

The store, in the suburb of Pontypridd, will consist of a large food hall surrounded by individual departments with store areas at either end. The departments will include a bakery, butchery, delicatessen and fruit and vegetable section.

Covering a gross area of 100,000 sq. ft. on the ground floor, the hypermarket will have 55,000 sq. ft. of selling area with a mezzanine floor. Parking is planned for about 720 vehicles with the possibility of expansion.

A spokesman for Hypermarket Holdings, which is owned by Wheatsheaf Distribution and Trading S.A., Caerrefour Super Marché, said the store was likely to open towards the end of next year, although no definite date had yet been arranged.

Another Carrefour hypermarket is planned for Telford, New Town in Shropshire. The project will also have a floor area of 100,000 sq. ft. but the store will not be opened until September 1973 as it forms part of the town's Phase I development programme.



Wilson to see Schweitzer in Cardiff

CARDIFF, Nov. 3.

MR. HAROLD WILSON, leader of the Opposition, is having a formal meeting here with M. Pierre-Paul Schweitzer, managing director of the International Monetary Fund, on Friday night.

M. Schweitzer is to deliver the second Jane Hodge Memorial Lecture that day while Mr. Wilson is addressing a meeting in nearby Caerphilly.

Mr. Wilson, I understand, will meet M. Schweitzer in the evening in the Cardiff city hall, where M. Schweitzer will be the chief guest, following his lecture, at a dinner given in his honour by the Welsh merchant banker, Sir Julian Hodge.

The Jane Hodge Foundation was set up by Sir Julian, who endowed a chair of banking and finance at the University of Wales Institute of Science and Technology with provision for an annual memorial lecture concerned with the science and practice of banking and finance.

The first lecture was given 12 months ago by Sir Leslie O'Brien, Governor of the Bank of England.

£2.5m. public works in North approved

REGINALD MAUDLING, the Secretary of State for the Environment, has approved £2.5m. of building projects for the North of England. They are part of the Government's programme of accelerating capital expenditure on public works in the development of the region.

The projects are 75 per cent funded, and provide immediate employment opportunities, which are particularly important in the construction industry.

Among the types of projects approved are day nurseries, old people's clubs, children's homes, and other health and social service projects, community centres, playgrounds, new premises for using aid centres and other services supported by the Department of the Environment.

Approvals for a further £1.2m. for new nursery schools and nursery classes, are to be announced by the Department of Education and Science.

Duke to address training Board seminar

BY ELSBETH GANGUIN

THE Distributive Industry Training Board has managed to enlist the Duke of Edinburgh's assistance in a promotional exercise. On November 17 over 2,000 shopkeepers will come to the Central Hall at Westminster to attend a DITB seminar on The Development of People in Distribution.

The Duke will address the meeting and take the chair at the morning session. He will thus lend a hand to an ITB just a few weeks before the Government's verdict—in the form of a consultative document—on the future of the industrial training Boards is due.

There is little doubt that it is his presence which will bring the shopkeepers, many of whom are very critical of the DITB's activities, to the seminar.

Other speakers will include Mr. Geoffrey Pinsberg, industrial relations adviser of Great Univer-

sal Stores; Mr. Vic Feather, general secretary of the TUC; and Lord Peddie, former chairman of the National Board for Prices and Incomes.

Further support for the training Boards comes to-day from the Association of Teachers in Technical Institutions. The association, representing the great majority of teachers in technical colleges and polytechnics, is urging Mr. Robert Carr, Secretary for Employment, not to dismantle the Industrial Relations Act.

"The Act, and its implementation, needs strengthening, and any reduction in the scope of the Boards and their powers to stimulate training will be disadvantageous for industry and the economy," says the ATT in a statement which has been sent to Mr. Carr.

In a leader in its paper, Technical Journal, published to-day, the association calls for a reversal of the present trend towards exempting small companies. It is also suggested that "far from relaxing levy-grant provisions, it would seem that a statutory training requirement may have to be imposed."

The ATT is seeking a meeting with officials in the Department for Education and Science to urge the importance of the further education viewpoint in any proposed changes to the industrial training set-up.

TRAVEL QUIZ ON TUBE

HALF A MILLION Londoners are being asked to help London Transport in planning new Underground services and facilities.

Over the next few months cards will be handed to passengers at all Underground stations, asking for details of their journeys. The answers will help in the planning of the future development and extension of the system.

The first cards, which returned a London Transport by post (no stamp needed), or through special collecting boxes at stations, were handed out yesterday.

INSURANCE MOVE TO BRISTOL

Two City insurance companies, London Indemnity and Life and Equity, both members of the Jessel Securities group, are moving from Fenchurch Street to Northcliffe House, Bristol, from November 15.

The Location of Offices Bureau helped in the move. More than 90 per cent of staff invited to transfer to Bristol have agreed to do so.

PEYTON TO VISIT ERF TODAY

Mr. John Peyton, Minister for Transport Industries, will visit Midlands (Cheshire) to-day to open a 70,000-square-foot service centre for ERF, the Sandbach commercial vehicle manufacturer.

NORTH BROKEN HILL LIMITED

RESULTS SATISFACTORY DESPITE LOWER METAL SALES AND PRICES

FINANCIAL

The profit of North Broken Hill Limited for the year ending June 30, 1971, was \$6.2 million, with \$6.4 million for the previous year. The main reasons for the decrease in profits were—lower metal prices, lower sales and increased costs.

Reduced lead sales and prices had the greatest effect on the Company's revenue. The London Metal Exchange price of lead at the year's opening was \$129 per ton and on June 30, 1971, had fallen to \$110.50, a fall of \$18.50 from the beginning of the year.

Investment revenue increased from \$3.3 million to \$4.2 million. The Company has a number of investments which enable it to meet the setbacks that cyclically occur in the mining business.

Under the circumstances, the result of the year can be regarded as satisfactory. The Board has accepted that the buoyant conditions and easier metal trading of the second half of the sixties are certainly not present at the moment.

MINE

After referring to the history of the development of ore at the North Mine, Mr. Baillieu said that, at a depth of 4,200 feet, the ore body enters the Globe Vein in the Crush Zone. Considerable development and drilling is required to locate the ore body if it passes through the Crush Zone. The No. 3 shaft will be complete and serviceable to the 5,270 feet level in January, 1972 and the first task will be to cross cut through the Crush Zone and then drive north and south to establish sites for drilling at depth. Should an extensive ore body be located, this programme will entail many years of costly developmental work and it is essential that modern methods and modern equipment be efficiently utilised.

Indicated ore to the lowest level is of the order of 7.4 million tons and this is ample to support the exploration programme which is visualised. Silver Peak shaft should be completed by the end of November 1971, and drives north and south will follow. This is an exploratory shaft in an area where indications of ore, through diamond drilling, are encouraging.

EXPLORATION ACTIVITIES

The Company's main exploration activities outside Broken Hill are at Mounts and Baratta in South Australia, and Mount Morgan and Mount Isa in Queensland.

INVESTMENTS

- Alcoa of Australia Ltd. in which North has a 12% interest, earned a consolidated net profit of \$17.1 million in 1970. It paid \$4 million in dividends, a distribution of less than 25% of its net profit. The hope is that Alcoa's earnings and dividends will continue to increase as a result of its enormous investment programme.
- The Broken Hill Associated Smelters Pty. Ltd. reduced its production during the year because of reduced world demand for both lead and zinc.

HIGHLIGHTS OF CHAIRMAN'S SPEECH TO SHAREHOLDERS AT THE ANNUAL MEETING OF NORTH BROKEN HILL LIMITED HELD IN MELBOURNE ON OCTOBER 28, 1971

- The Zinc plant at Port Pirie is now working well. Through its wholly-owned subsidiary, Kembla Coal and Coke Pty. Ltd., B.H.A.S. has a very important interest in coal on the south coast of New South Wales. The colliery expansion programme, which commenced in 1969/70, is now nearing completion and earnings should begin to show the result of this large investment.
- Electrolytic Refining and Smelting Company of Australia Ltd. incurred substantial losses on copper stocks held through a period in which the price of copper fell sharply. This was the major reason for its reduced profit.
- Metal Manufactures Ltd. reported a profit of \$4.5 million in the year ended December 1970, which was a reduction of \$3.1 million compared with the previous year. Again, the fall in profit resulted from losses in metal trading and copper inventories. The L.M.E. price of copper fell from \$41,500 to \$4940 per ton between January and December 1970.
- North has a 19 1/2% interest in Kanmantoo Mines Ltd. which was formed to mine a copper ore body at Kanmantoo in South Australia. Concentrate production has commenced on a limited scale and full production is expected to begin in November this year. The copper concentrates produced will be sold to Japan.

With the intention of broadening the base of its investment income and increasing the yield, the Company invested in industrial shares and disposed of some of its investments in mining company shares during the year.

THE FUTURE

Mr. Baillieu said that free world production of lead in 1971 is running some 9% below last year's level, while consumption has fallen only marginally. Continued market depression arises from a number of factors, including a high level of stocks on the L.M.E., a weak industrial climate in Europe and the effect of the U.S. import surcharge. Recent statistics on the U.S. lead market reveal some signs of improvement.

With current zinc production running below current consumption, stocks have shown a return to more normal levels and there are some signs of improvement in the market for zinc.

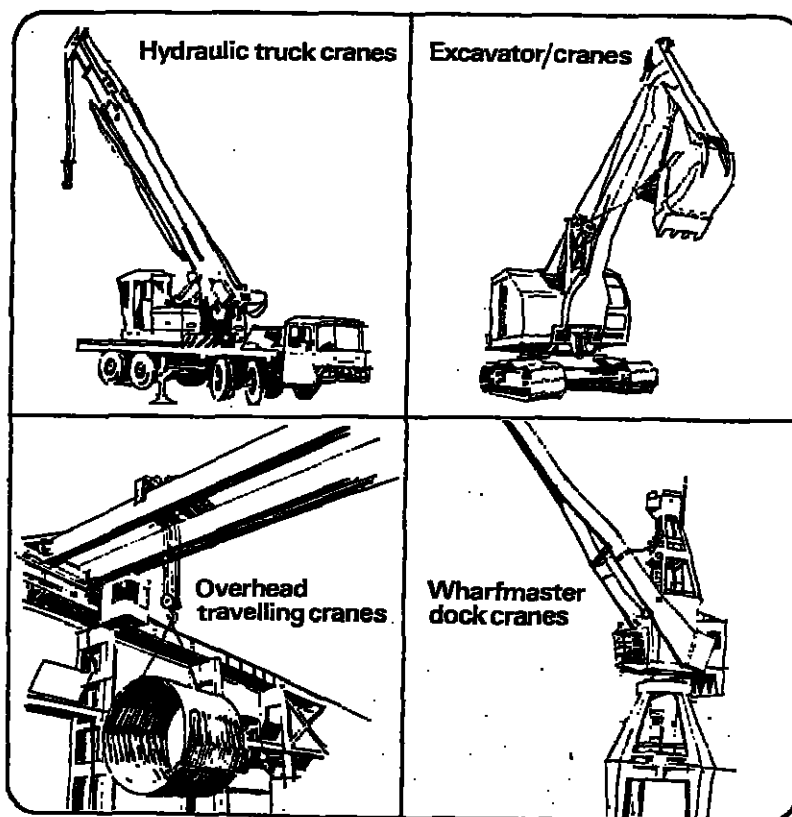
Silver no longer is regarded as a currency hedge and large stocks held by speculators are being liquidated. However, commercial usage is greatly in excess of production and this in the long run must be reflected in better prices.

CONCLUSION

Mr. Baillieu pointed out that rises in costs and industrial uncertainties appeared to be overhauling the whole pattern of Australia's industry and this must have some effect on the Company's investments. However, the Company's interests are broadly based and are expected to contribute substantially to its income in the future.

Decision makers make certain with Smith/Butters cranes

When you're selecting a crane so much depends on your choice. So depend on the strength of Smith/Butters. On the proven reliability and efficiency of lifting equipment made by three top crane-makers. Smith/Butters are the crane-making companies of the Ward Group. Between them they offer a comprehensive range: truck-mounted hydraulic cranes, crawler cranes, overhead cranes, derrick cranes, excavators, draglines, winches, grabs. Machines for every lifting and moving requirement. Smith/Butters equipment is designed and engineered to the highest standards – and backed by the vast resources of the Ward Group. Before you make your choice, it makes sense to talk to Smith/Butters.



SMITH/BUTTERS

The Crane-makers in the Ward Group



John Smith (Keighley) Ltd.
Thomas Smith & Sons (Rudley) Ltd.
Butters Cranes Ltd. (Glasgow)

Makers of Overhead Cranes
Makers of Crawler, Mobile, Hydraulic, Rail and Dockside Cranes, Excavators and Draglines.
Makers of Derrick, Dockside and Container Handling Cranes, Grabs and Winches.

Why make a blind date with 1981? Keep your investment options open with the British Life Freedom Plan.

Why tie yourself to an investment plan for the next 25 years? Invest in a scheme that gives you security now - yet lets you keep your options open to allow for different circumstances in 10 years' time.

HOW IT WORKS

You decide to invest a fixed sum regularly in a Unit Trust for ten years. (The units credited will, in general, be more than your actual payments.) For the whole of that ten years, while your investment is building up in the British Life Freedom Plan, you've got the security of knowing your dependents are protected by Life Insurance. But at the end of ten years, your circumstances may have changed. So the following choices are then open to you...

1. You want a lump sum to improve your home, or give your daughter a deposit on a house as a wedding present. You realize your investment. The money you get could well be much more - and it certainly won't be less - than the total amount invested. This is because we re-invest to take care of stock market doldrums.

2. You now have school fees to pay, so you want to realize your investment but in instalments. You simply opt for your money to be paid to you as and when you want it - monthly, quarterly, or yearly, as you wish. In this way, the portion of your capital that remains invested continues to earn interest. So the total sum you'll receive will add up to more than the lump sum payment.

3. You don't want the capital yet and can afford to continue your monthly investment. Easy. You can choose which Unit Trust from the British Life stable you want to invest in. All your contributions are invested, except for nominal 2% per year handling charge. (This remains constant, whatever the size of your investment). And your life insurance cover continues at no extra charge.

4. You don't want the capital yet but need to cease further investment. The whole of the units credited will be allowed to stand, with a reinvestment of income.

5. You require cash. The investment may be cashed at any time, but after ten years the whole of the units credited is allowed.

The logical answer In these days of rapid change, you can't know for certain what your requirements will be in 10 years' time - let alone 20 or 25. Yet with inflation rampant, investment is more important than ever. The British Life Freedom Plan is the logical answer for the shrewd investor who wants to retain his freedom to benefit from a quickly changing situation. Fill in the coupon for the Freedom Plan Brochure or see your broker.



Tell me more about the British Life Freedom Plan. I'd like to invest £_____ per month.

Name _____
Address _____

Birth date _____ 103H
To: British Life Reliance,
Reliance House, Tumbidge Wells, Kent.

A member of the British Insurance Association and the Life Offices Association.

**BRITISH
LIFE
RELIANCE**

British Life Reliance Member Companies:
Reliance Mutual Insurance Society Limited - The Reliance Fire and Accident Insurance Corporation Limited
The British Life Office Limited - Monarch Assurance Company Limited

COMMERCIAL RADIO AND THE NEW BILL

The guessing game continues

BY ARTHUR SANDLES

PART OF THE FUN of the new and the Mechanical Reproduction Broadcasting Bill is that it is a guessing game. All of these it, like the preceding White Paper, will want to see some return. The bill raises more questions on the additional entertainment than it answers. The bill has sent out that will come been passed firmly to the Independent Television Authority, The Musicians' Union might soon be the Independent Television Authority, and "needle time" than at first enlarged by perhaps 150 people. The IBA will almost certainly build up a "live music" from excess rentals with which it will indulge in.

The bill has hardly a word to say on hours, ownership (apart from the provisions on news, papers and television), wave-lengths, station ranges, advertising time, needle-time, pop music or the good old broadcasting call for the need to "educate, inform and entertain."

With so much left to talk since upwards of 15 per cent of advertising revenues (once again we are dealing in guess-timates) will have to be paid and his immediate superior, Mr. Brian Young, director-general of the IBA, will be the targets.

To some extent the BBC has been able to get round this. Its own severely restricted needle-time is gathered heavily into

Network

One of the most interesting possibilities raised by the Bill is that of "networked" programmes. This simply means that what you hear in Leeds you also hear in Glasgow, Brighton and Bristol. The advantages of networking are economic (you get more for your money) and perhaps cultural. (The LSO might play for the network but not for Radio Biggleswade). Its disadvantages are that by definition a networked programme is national, while local radio is supposed to be local.

There is built into the Bill some guard-against too much networking: "... that the programmes broadcast from different stations for reception in different localities do not consist of identical or similar material to an extent inconsistent with the character of the services as local sound broadcasting services." Whether this means that a local station can put out four hours of networked pop with an occasional break-in by a local disc-jockey to give a news flash or a weather report plus local advertisements will be up to the new IBA.

But much more serious for the IBA will be the negotiations which it must now undertake with the various interested parties, the Musicians' Union, Equity, the Performing Rights Society, Phonographic Protec-



Mr. Christopher Chataway: wide powers handed to the new IBA.

It is clear just what the economics of the situation are, but who are keen to get in on the act in which they see themselves having some expertise.

For all these the real "plums" will be the major cities—London, Manchester, Birmingham—and the central news centre. The lobbying for these locations will be fierce, since there is considerable newspaper overlap (papers are entitled to a holding in areas where they have a consequential circulation) and because the opportunities for "networking" will be great. It is also taken for granted that the London and provincial capital situations will become profitable much more quickly than stations in country areas.

In order to make profits, a station will need to build up deep penetration of its available audience in a relatively short time. The 20 per cent or less that a morning BBC programme might achieve will simply not be good enough in most locations. Indeed, in order to get the revenue of £150,000 plus that even a small station will require to operate successfully, it would probably need to achieve 40 per cent audience penetration. The advertising rates would have to be around 25p per 1,000 homes (for 30 seconds), which compares with television's 80p.

It is debatable whether or not radio will in fact be able to

achieve substantially higher ratings than the BBC currently manages. The BBC will still have local stations in 20 centres and will effect by operating on channels. Past form of the BBC shows that the Corporation is not slow in responding to commercial challenge, and therefore unwisely to assume the BBC's efforts in this field will remain static.

But the facilities for networking and the emergence of substantial groups in commercial radio could make it quite a different proposition. One new idea which is gaining support is that there should not only be "prime" stations on the commercial system, also satellite operations. These satellites could operate on a staff budgets and with basic facilities indeed. A number of hours of local programming would vary according to the size of the area, with majority of hours being taken with programmes taken from the nearby "mother ship."

Radio Birmingham could serve half a dozen other towns, Radio Bristol a feed material to a string of Country areas, and Radio Chester could emerge as the in a web of stations in North-West. This system under active consideration.

Pre-occupied

However, we shall have to wait for some time before we know the final details of IBA proposals. That must first be authorised by passing of the Bill before it officially make any moves.

way its hierarchy is currently preoccupied with the intricacies of the battle for a channel for commercial television. Until the Authority decides on the basic guide for applicants, the game will have to continue.

The big question is, what is the size of the game? At the moment, it is £12m. or £15m. On the performance of commercial radio in other countries, it is less than 10 per cent of the U.S. and Germany. Further, more than £20m. it could well be £20m. If that does prove to be the radio men's dream, it will in fact be able to have come true.

Trial runs

Commercial television takes around £100m. a year from the advertising market, and it is unlikely that radio will do more than nibble into that. It is more likely that it will woo a large quantity of local advertising away from provincial newspapers and that it will also create a market of its own. At first the Independent Broadcasting Authority will indulge in trial runs with adjustable and negotiable contracts until

Youth careers advisory service—recent gains 'at stake'

BY MICHAEL DIXON, EDUCATION CORRESPONDENT

CAREERS advisory services for some secondary schools fail to realise that by entering too narrow a range of studies at an early age they have in effect made, or been guided towards, a career decision which may have been none of their choosing and which reflects neither their potential nor interests nor what would have been their eventual field of choice.

Eight weeks The report calls for more vigorous action by industrial training boards to encourage employers to provide, wherever possible, at least eight weeks' planned training for young workers. "We are also seriously concerned that, contrary to expectations, the work of the industrial training boards has not resulted in any significant increase in numbers of young people in employment who are granted leave from work for purposes of further education."

The report also complains of a "hide-bound attitude" to the employment of young women in traditionally male jobs. "It is strong in the main in the manufacturing industries and girls' parents still seem to prefer the traditionally female occupations."

School careers programmes acquainting girls with work which they would have thought unsuitable, and more players are being encouraged to increase the range of jobs to women. Yet progress is slow. "The Work of the Youth Employment Service, 1968-71, SO, 4."

Wool blend emblem for Viyella

By John Trafford

WILLIAM HOLLINS, the Carrington Viyella subsidiary, has been granted the world's first licence to use the International Wool Secretariat's "Woolblendmark" emblem.

It will be used on the company's "FamFlax" line of 55/45 wool/cotton blended fabrics used in shirts, dressing gowns, pyjamas, women's blouses and nightwear and children's wear.

The company's entire range of Viyella products will carry the Woolblendmark.

Because of "pipeline" problems, the first Viyella merchandise carrying the emblem are unlikely to be in the shops until the autumn of 1972. Joint advertising of Viyella and Woolblendmark will begin in the trade press for the spring.

The IWS announced in September plans to promote the wool rich blends in 11 categories of textiles. Sixty per cent is the minimum wool content normally admissible under the scheme.

Architects' reservations on unions Act

BY OUR ARCHITECTURE CORRESPONDENT

THE Royal Institute of British Architects does not consider the Code of Industrial Relations Practice, issued by the Department of Employment as a consultative document, fully reflects Government undertakings given during the passage of the Industrial Relations Bill to take account of the special circumstances and responsibilities of professional employees.

The RIBA, moreover, feels that the Act will prove inequitable if some specific safeguards are not associated with it to protect the position of those employees who have an obligation to uphold a professional Code of Conduct.

If, therefore, strongly supports the statement of principle laid down in Section A, Paragraph 17, of the Code of Practice, which states: "An employee who belongs to a profession with a recognised code of conduct has an obligation to comply with that code."

"He should not be called upon by his employer or by any trade union."

Following on this, the RIBA considers it "obviously inevitable" that membership of the Commission should include representatives with responsibility for ensuring the views and requirements of the various professional associations are given adequate consideration.

HENLYS (CHESTER) LTD.
DAIMLER AND JAGUAR DISTRIBUTORS

FOR PROMPT AND PROFESSIONAL ATTENTION

Ring Andrew Kidd or Kenneth Wild

HENLYS (CHESTER) LTD.

14 CITY ROAD, CHESTER TEL: 252

HTV serves Wales and the West of England

HTV has created two major independent television services covering two entirely different areas—Wales and the West of England.

Yet HTV has never lost sight of its responsibility to explore and reflect the character of the area it serves, and in doing so it has become an integral part of the life of the region.

In the current year, HTV is producing over 700 hours of programming for Wales and the West of England and for distribution in the U.K. and overseas.



Pretenders—23-part children's serial.



Doctor William Price—a documentary on the life of the father of cremation in Great Britain.



Thick as Thieves—an HTV drama for the network.



Dinas—a Welsh language drama.



News—separate nightly news programmes for Wales and the West of England.

هنا من الأخبار

Australian PM for week of talks in London

BY OUR FOREIGN STAFF

WILLIAM McMAHON, the Prime Minister of Australia, is in London at the week of talks with the British Government. High on the agenda will be a two-hour discussion, probably next Wednesday, with Lord Carrington, Minister of Defence.

But the Prime Minister is also expected to meet the Secretary of State, Mr. Geoffrey Rippon, Minister of the Environment, and the Home Secretary, Mr. John Davies, Secretary of State for the Home Department.

Mr. McMahon will also be seen by the Queen and the Queen Mother.



Mr. William McMahon

Mr. McMahon will also be seen by the Queen and the Queen Mother.

He met Lord Carrington last Monday when the consequences of Britain's run-down east of Suez were obviously the main topic discussed.

During all his talks, Mr. McMahon has made much of his current pre-occupation of the growing power in south-east Asia of the Chinese, the Japanese and the Russians. On Tuesday, at the Institute of Directors, he urged that there should be a new trade drive by Britain in this area to counter such influences.

He declared that within ten years China would be making its weight felt in the area. It would take over from Japan by providing cheap goods at cut prices.

Weldless Steel to sack 140

Financial Times Reporter

ABOUT 140 employees at the Wednesfield, Staffordshire, factory of Weldless Steel Tube are to lose their jobs. The company, part of the steel tube division of Tube Investments, said last night the reason was the low level of demand for seamless steel products.

The plant employs 1,300 workers. Eighty staff as well as 60 hourly paid workers will be affected. The company put a four-day working week into operation in March and is now working a three-day week. Even this low output level, however, is not being matched by current demand.

A spokesman for TI Tubes Division commented: "Initially, the number of declared redundancies will be reduced by early retirements for men near 65 and by providing for voluntary redundancies." The redundancies would not be declared until the end of December, he added.

Call for commission on council finance

FINANCIAL TIMES REPORTER

A CALL for a Royal Commission on local government finance came last night from the Association of Municipal Corporations.

At the same time the association argues that the forthcoming local government finance Bill should improve the effectiveness of the rating system.

The re-rating of agricultural property, more effective rate rebates, and the full rating of Crown properties and nationalised industries should be considered, says the association.

It also urges the abolition of controlling capital spending by loan sanction procedure. Intervention in recent years had disrupted design programmes, land purchasing and financial arrangements, AMC maintains.

Disappointment at the lack of enthusiasm for additional sources of local revenue in the Government's recent Green Paper on finance, is expressed.

The association questions whether a choice of local taxes would unduly complicate management of the economy. Such taxes would partially replace central grants, broaden the local tax base and take some strain off the rating system, AMC says.

Italy purchasing more imported cars

BY PETER TUMIATI

THE RATE of increase of car registration is slowing down in Italy while the share of the market held by imported cars is creeping up. These are the changes indicated by the registration returns available up to the end of September.

For the nine-months period car registration increased by 6.5 per cent in September. However, the increase was only 2.8 per cent. For the whole period the number of imported cars registered—the official figures do not include ELMC vehicles assembled by Innocenti, which are included in the returns on Italian-made cars—was 27.2 per cent but in September their share of the market rose to 31.8 per cent. If added to this percentage it goes above 35 per cent of the total.

The number of cars imported by Italy rose for all manufacturing countries except Germany which, even so, with 189,280 units, is still Italy's biggest supplier. France held second place with a very slight increase on last year. Britain (not including Innocenti vehicles) took fourth place with 3,404 units (2,963 last year), a long way behind Germany and France. Third place this year again went to the Netherlands with 3,846 units.

Yorkshire Bank home loans plan revised

Financial Times Reporter

YORKSHIRE BANK, the Leeds-based bank owned by the London clearing banks, has increased the maximum offered under its house purchase loans scheme from £6,500 to £8,000, in view of the new credit control system.

Mr. E. C. Muxlow, the general manager, said yesterday that the Yorkshire Bank had been offering 20-year term loans since March, 1966, but the plan had not been publicised because of credit restrictions.

"We now have no difficulty in allocating part of our funds to meet the needs of good potential borrowers. At present our advances amount to less than one-third of our total resources," he said.

While not offering the full 25-year repayment period common to most building societies, the Yorkshire Bank was confident that its terms would be of particular interest to those buying a house for the first time.

New borrowers will pay interest at a rate of 8 per cent, but existing borrowers will continue to pay 6.5 per cent until January 1, 1971.

Transmeridian buys British Air Ferries

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

THE INDEPENDENT air transport operator Transmeridian Air Cargo, has bought the entire share capital of British Air Ferries from Air Holdings Group. The value of the deal is not disclosed.

The operations of both companies will be merged as soon as possible to form a new UK largest independent airlines, with a fleet of 14 aircraft—nine swing-tail CL-44 and five Carvair cargo and passenger aircraft. Almost 400 staff will be employed.

Sole shareholder in the new airline will be Mr. T. D. (Mike) Keegan, who will be chairman and chief executive. Deputy chairman and managing director will be Mr. A. L. Macleod. Further appointments to the Board will be announced in due course.

Executive directors include Mr. L. L. Orr (sales director), Mr. D. J. Platt (projects director) and Captain J. Cooke (chief pilot and operations director).

British Air Ferries currently operates scheduled passenger, vehicle and cargo services from Southampton to Le Touquet, Ostend and Rotterdam. Transmeridian is a Stansted-based all-cargo world-wide charter airline.

A primary objective for the future is the establishment of scheduled vehicle, passenger and cargo services to Switzerland, serving Basle and Geneva from Stansted and Coventry airports.

Mr. Keegan says: "We now have a number of scheduled routes into Europe and it is our intention to expand them as soon as possible, also further to develop our fast-growing, world-wide cargo operation."

VW offers 1700 engine for vans

THE Volkswagen commercial range can have a power boost for 1972 with a 1700 cc engine as an optional extra.

The twin-carburettor engine, similar to that fitted to the VW Golf, is being offered as an option to the commercials to give a claimed top speed of nearly 80 mph. This more powerful version will also be fitted with radials. The range retains the 1600 cc engine as standard equipment, running on cross-ply tyres.

All vehicles in the range are now fitted with the built-in test circuit for VW computer diagnosis. Further improvements in exhaust emission control and the engine cold-running characteristics have resulted from the fitting of a new distributor, and to modifications to the air pre-heating and control systems.

Pakistan moves troops to counter Bengali rebels

DACCA, Nov. 3.

PAKISTAN Army has reinforced regular troops engaging rebel forces in the eastern province of Bangladesh, where food relief is the hardest hit area of last year's cyclone was virtually cut off, according to reports here.

Regular army units, withdrawn from southern islands last August, were returning to the river of Barisal, 20 miles west of the city. The reports said the army, which had left defense of the islands to militia and volunteer units, was establishing a brigade in the area.

Barbican: Laing to complete Phase 2

Financial Times Reporter

AT TO-DAY'S meeting of the City Corporation Court, of London, the Barbican Committee will recommend that the contract to complete the unfinished Phase 2 of the Barbican project should be awarded to John Laing Construction.

Basis of the contract will be the payment of a charge for management and profit, comprising a lump sum of £65,000 and 7.5 per cent on the value of the prime cost of the works.

Turriff Construction withdrew from Phase 2 in August, when it estimated the value of the outstanding 20 per cent of work on the contract at £3.7m.

Turnover index up 18 points on last year

THE Midland Bank Index of Business Turnover (1968=100) fell by three points to 143 during the third quarter of this year. This seasonally-adjusted index rose by four points, and at 147 compares with 143 for the third quarter of 1970, a rise of 18 points.

The regional indices (1968=100 and not seasonally-adjusted) show falls, for all regions except Northern, unchanged at 161, and South West, where an increase of six points to 159 was recorded. The largest increases as compared with the third quarter of 1970 were for the South West and the South East.

PLASTOCRAFT PRODUCTS (DARWEN) LIMITED

the Annual General Meeting held in Manchester on November 3, T. CLARKE, the Chairman, reported a trading of £30,463 for the year ended August 31, 1971. No dividend was recommended.

Events To-day

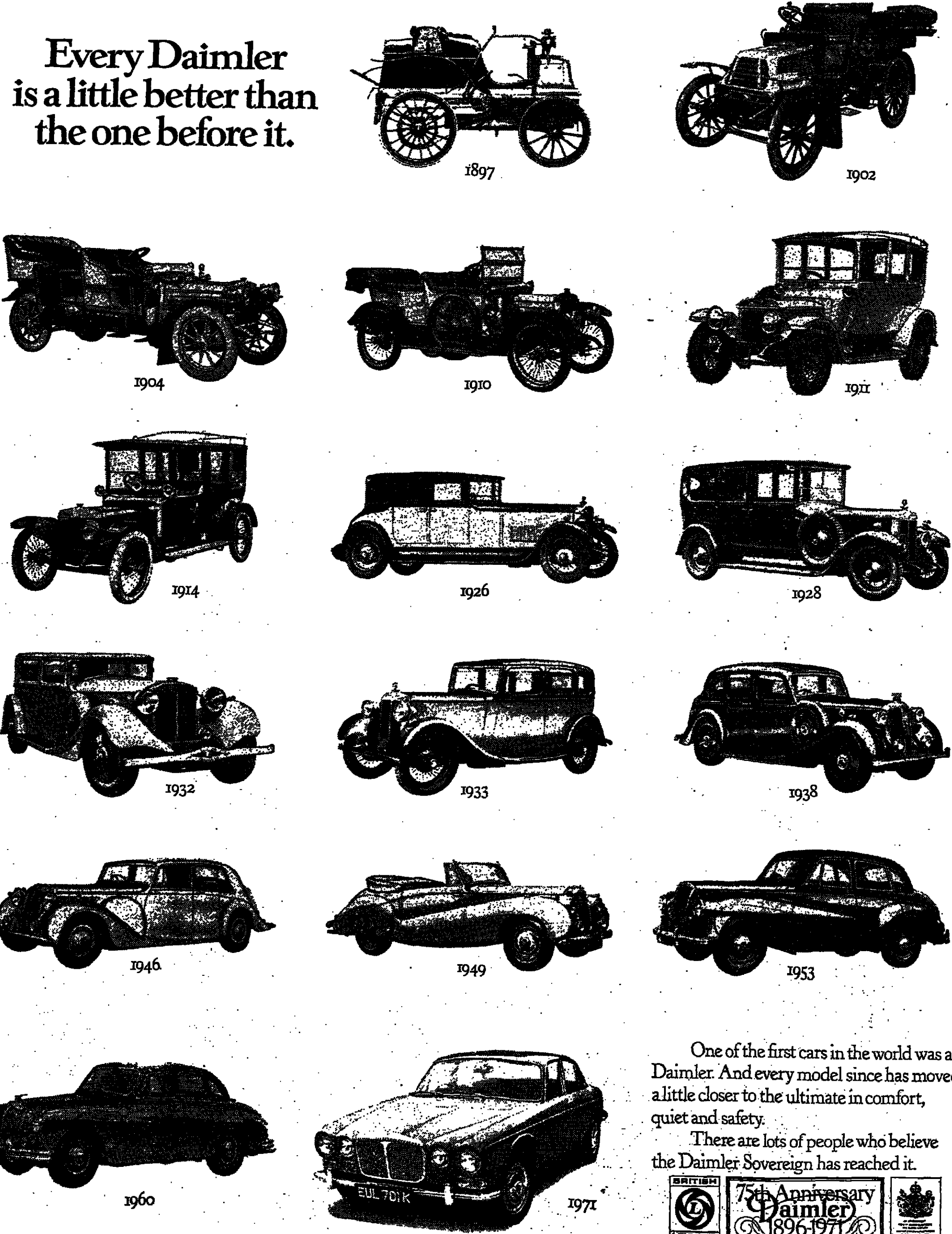
PARLIAMENTARY BUSINESS—House of Commons: Debate on the Queen's Speech. House of Lords: Debate on the Queen's Speech.

SOCIETY OF INVESTMENT ANALYSTS. Meeting to be addressed by Mr. G. T. Goldsmith, group financial controller of Guinness and Newfields, at the Library of the Institute of Bankers, 10, Lombard Street, E.C. 4, 5.30 p.m.

COMPANY MEETINGS—GRAND CENTRAL INVESTMENT HOLDINGS LTD., 12, Old Street, E.C. 1. (Chairman, Mr. A. H. Macleod.) JONES SEWING MACHINE, Audenshaw, 12, (Chairman, Mr. E. J. Eddis.) LONDON MERCHANT SECURITIES, Winchester House, E.C. 1. (Chairman, Sir Max Kyrle.)

RAVILLO (DINWIDDIE) INVESTMENT COMPANY, 21, Mincing Lane, E.C. 3. (Chairman, Mr. L. C. Toppin.) PEACOCK AND WILKINSON TEA, 23, (Chairman, Mr. J. K. Moore.) SMITH PARKINSON AND CO., 10, (Chairman, Mr. W. M. Pryor.) WILKINSON WARRINGTON, 11, 12, (Chairman, Mr. F. D. Marshall.)

Every Daimler is a little better than the one before it.



One of the first cars in the world was a Daimler. And every model since has moved a little closer to the ultimate in comfort, quiet and safety.

There are lots of people who believe the Daimler Sovereign has reached it.

75th Anniversary Daimler 1896-1971

The Daimler Company Ltd., Coventry.

Recommended prices from £2754.38 including purchase tax. Seat belts and delivery charges extra.

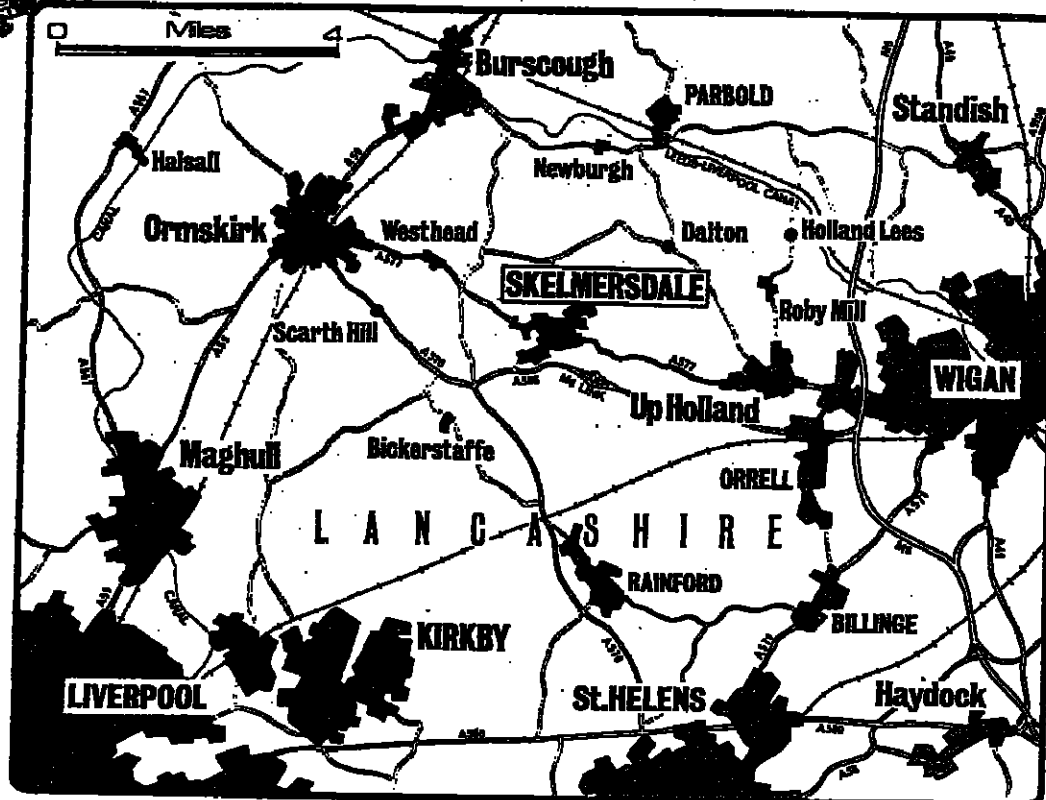
هنا من النص

SKELMERSDALE

FINANCIAL TIMES SURVEY

Confounding its critics

By ROY HODSON, Regions Editor



Prophets of woe forecast that Skelmersdale could never happen. The Liverpoolian, they said, was such an individualistic and difficult character that any government who tried to export him to a new town in the wilds of Lancashire was on a hiding to nothing. The moan of the Mersey tugboats certainly cannot be heard in Skelmersdale. There is not a dock crane within sight. Yet Merseysiders have demonstrated their adaptability to change by settling in this new town and making it their own.

Building started in 1964. It was due to be a complete new town of some 80,000 by 1980. In short, it was to be a new town populated mainly by people from Liverpool and its neighbouring areas. Before the economic recession began to bite two years ago Skelmersdale had already confounded its critics by proving itself the most rapidly growing new town in all Britain. Things have slowed down a lot while industry has been unwilling to invest. There is no despondency, however, among the people responsible for the administration of the new town. They believe that the virility shown by Skelmersdale when economic conditions were favourable in the 1960s can be repeated to make the new town a going concern during the 1970s as it expands towards its ultimate size.

The town is set in the classical landscape for a successful town. It is a shallow saucer with a low rim of hills and high land in the background. In too many cases the cap-such situations have attracted the walls of smog and factory smoke. Skelmersdale, however, is of a

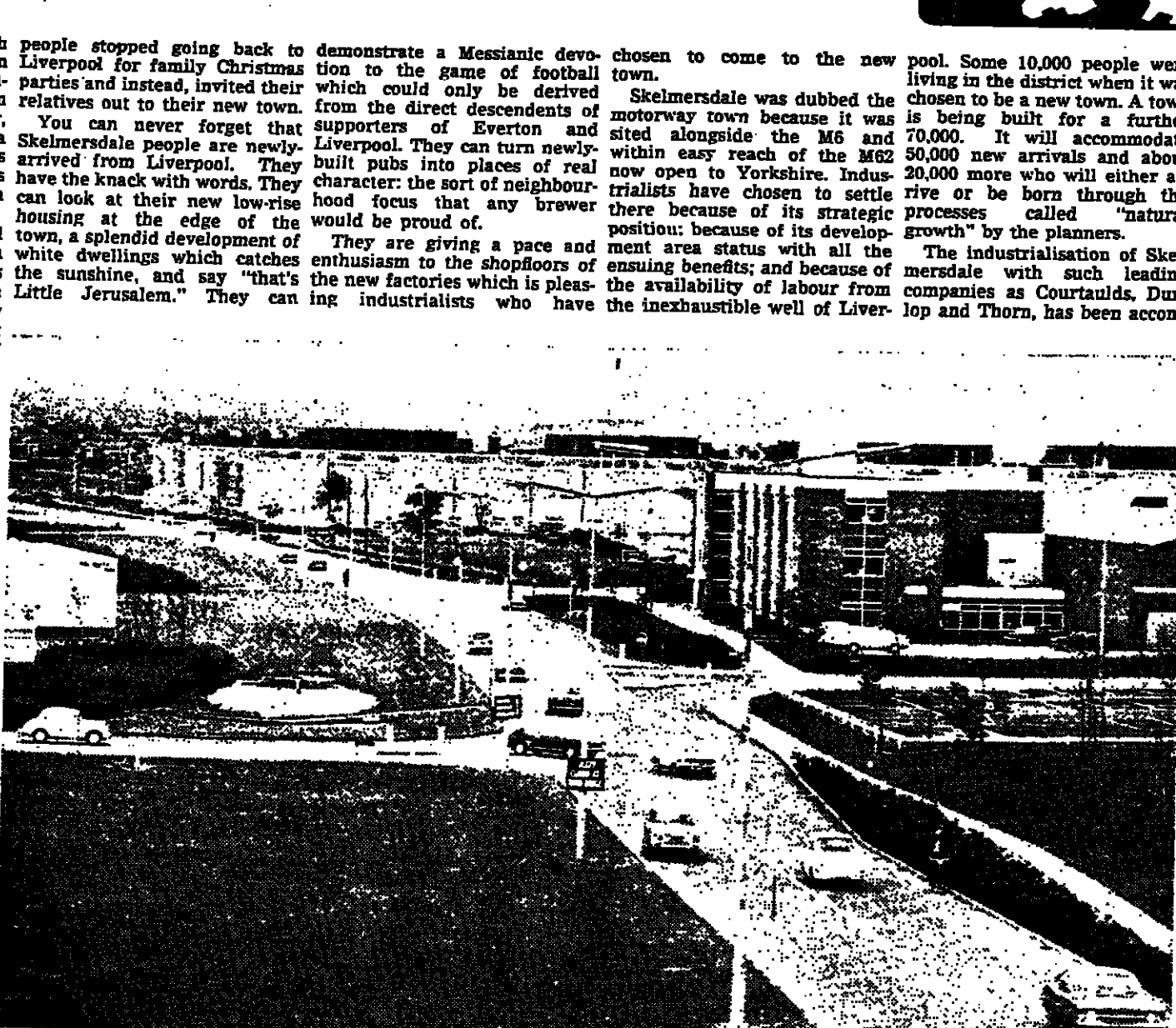
later generation. It started with rigorous control of air pollution and has never been contaminated. I have seen the town on an autumn day basking in clear warm sunshine as if it were a Mediterranean settlement. This aspect, at least, is novel to its many citizens transferred from Liverpool.

The mixture of Liverpool character and the rich, green site of mid-Lancashire which is Skelmersdale has produced a strange new town. It is already clear that Skelmersdale is not likely to adopt the character of the traditional Lancashire town where clogs, cotton, and tripe and cowheel, were basic characteristics of a way of life that persists lustily even today. Skelmersdale is the wholesale transference of the unique Liverpool spirit inland; and so far it seems to be succeeding in that objective.

Novel idea

To begin with it was a novel idea to Liverpoolians. They moved to Skelmersdale because work and housing were to be found in the new town. They still regarded themselves as members of that strange tribe living on the banks of the Mersey. But how quickly their attitudes changed. By the late 1960s Skelmersdale had become "Skem" to everyone in the area. Skem had achieved a personality of its own. It was not any more a place of exile for Merseysiders. I believe the turning point came when Skem

Gillibrands Industrial Estate in Skelmersdale.



Some 10,000 people were living in the district when it was chosen to be a new town. A town is being built for a further 70,000. It will accommodate 50,000 new arrivals and about 20,000 more who will either arrive or be born through the processes called "natural growth" by the planners.

The industrialisation of Skelmersdale with such leading companies as Courtaulds, Dunlop and Thorn, has been accompanied by a continuing interest by small men anxious to base fledgling enterprises in the town and to make use of the labour so readily available. The public sector investment is running at more than £2,000 per head of population. It sounds a lot of money but the town authorities are much encouraged by the willingness of the small business to take a chance on Skelmersdale. The greatest success of the new town authorities during the past 18 months has been the building and letting of "nursery" factories of between 3,000-6,000 square feet for companies anxious to establish themselves as manufacturers. The initial heavy year and has already attracted public investment for each job provided will begin to look much healthier if a continuing flow of small but enterprising businesses into Skelmersdale can be achieved.

The interest of small firms has enabled Skelmersdale to base its growth on a remarkably diversified industrial pattern. Even during the recession growth continued across a broad spectrum albeit at a slower pace. Male employment continued to increase and at no time did the steam go out of the drive to create this mid-Lancashire town.

Library facilities

Central library facilities are shortly to be provided—Lancashire County Council has been prudently buying the stock of books for several years past—and among a number of other social amenities being offered are a sports centre and a new ecumenical centre for general use by all churches.

Skelmersdale seemed at the beginning a long shot to wean away the chauvinistic Liverpoolian into Lancashire. But it is a gamble which is succeeding to the point that only a minute percentage of people want to return to Liverpool after moving out to the new town. They are much more likely to use their new-found affluence the institutionalised air of to buy houses in the area and adopt Skelmersdale as their own for themselves and their children.

True centre

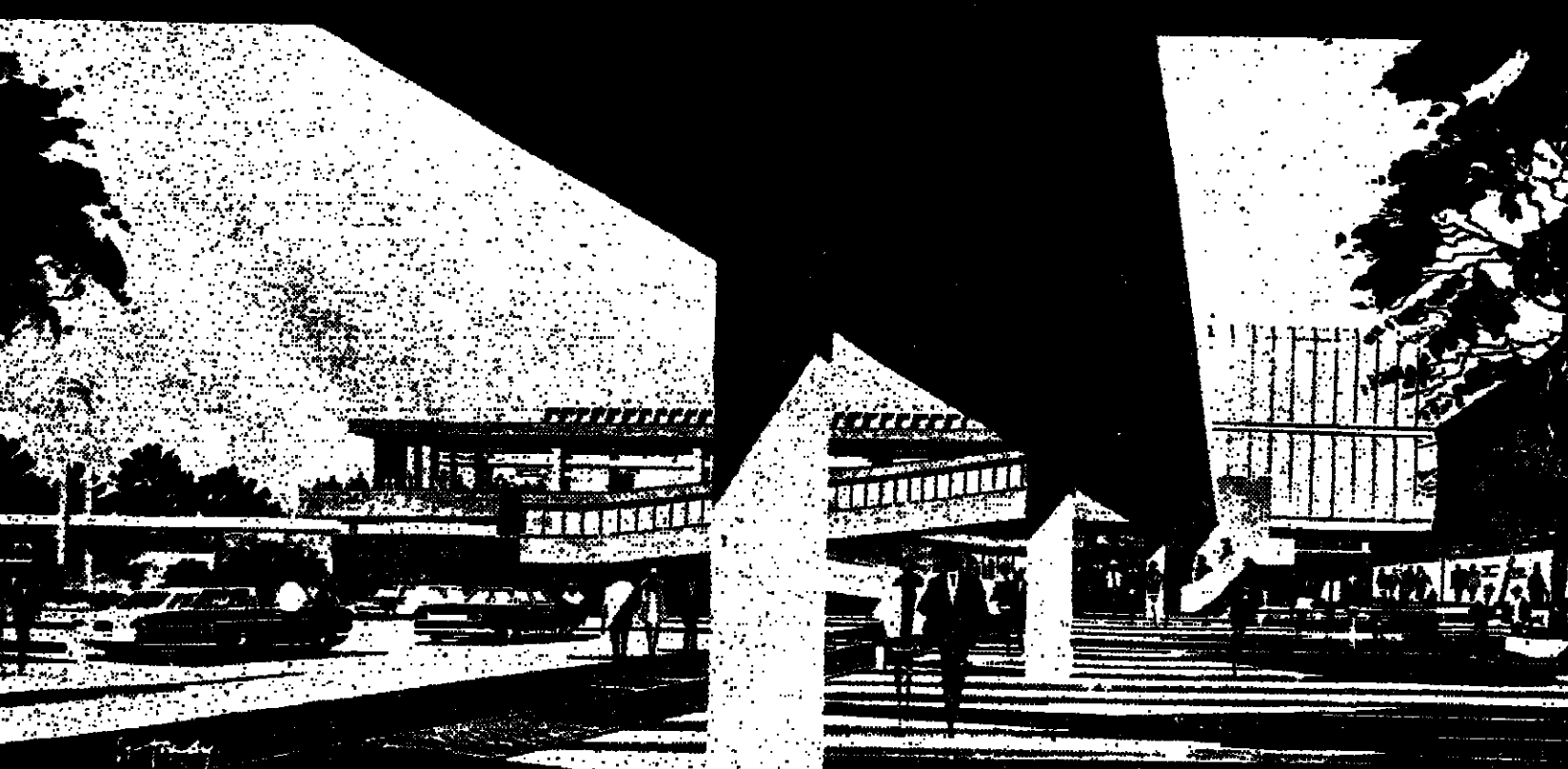
Although Skelmersdale is one of the latest of new towns and, to my mind, benefits accordingly—it does not have the institutionalised air of earlier examples—it has the not uncommon feeling of any new community that it appears to children.

OMIC INDICES

1971	1970	1969	1968	1967
100	100	100	100	100
105	102	101	100	99
110	108	107	106	105
115	112	111	110	109
120	118	117	116	115
125	122	121	120	119
130	128	127	126	125
135	132	131	130	129
140	138	137	136	135
145	142	141	140	139
150	148	147	146	145
155	152	151	150	149
160	158	157	156	155
165	162	161	160	159
170	168	167	166	165
175	172	171	170	169
180	178	177	176	175
185	182	181	180	179
190	188	187	186	185
195	192	191	190	189
200	198	197	196	195

It's all centred here...

Skelmersdale New Town



Town Centre

A 400,000 square feet fully-enclosed, air-conditioned shopping centre with 250,000 square feet due to open at the end of 1972.

Lavish parking and main bus station with "out-of-town" accessibility and at the same time 70,000 people — by the end of the 1970's — on the doorstep.

Reservations already made include Boots, the Co-op, Burtons, Allied Suppliers, Dorothy Perkins, National Westminster Bank, William's and Glyn's Bank, Electricity Board, Greenwood's Men's Wear, P.G.W. Holdings Limited.

Industry

Extraordinary industrial expansion. Sixty new firms occupying over 3 million square feet already built with another 12 million under construction. Seven thousand new jobs in just 7 years.

Direct link to M6

Full Development Area status.

Joint Agents

SKELMERSDALE DEVELOPMENT CORPORATION

The Chief Estates Officer
Skelmersdale Development Corporation
Skelmersdale, Lancashire
Tel. Skelmersdale 24242

DRIVERS JONAS

Drivers Jonas Chartered Surveyors
18 Pall Mall
London S.W. 1
Tel. 01-930 0951

For further information contact:

SKELMERSDALE DEVELOPMENT CORPORATION

The Chief Estates Officer
Skelmersdale Development Corporation
Skelmersdale, Lancashire
Tel. Skelmersdale 24242

Computer Stationery BY

HAMILTON

MARLOW
DATALIST LTD.

Your Guarantee of
Quality and Service

OFFICES AND WORKS

LONDON
46 Cannon Street, E.C.4
01-236 3395 01-248 7030
& 01-236 2162/4

Telex 884585

LIVERPOOL
48 Castle Street, 2
051-236 0621/2

Telex 627645

WESTBURY
Nr. Brackley, Northamptonshire
Finniere 481

Telex 83486

SKELMERSDALE
2 Greetby Place, Gillibrands,
Skelmersdale, Lancs.
0695 24832

Telex 627644

WIMBORNE
Ferndown Industrial Estate,
Wimborne, Dorset
Ferndown 6147

Telex 41300

SKELMERSDALE II

An outstanding record in attracting industry

By A CORRESPONDENT

On paper, the inducements a square foot, and other com- that Skelmersdale offers to panies from as far away as industry and commerce are Canada. Even during the similar to those advanced by recession the demand for them other new towns in most other has been consistently high. Yet parts of the country. They they are let at rack rents and include good road connections attract no grants.

with the M6 motorway, the immediate availability of small and medium sized factories and the workers' housing to go with them, the eventual promise of a self-contained town of 80,000 people, and the financial advantages of being in a development area.

In fact, the problems of achieving satisfactory industrial and commercial growth against a national background of recession and a local unemployment rate approaching 6 per cent are grave. Yet since the first factory went into production in July 1964, Skelmersdale's performance has been particularly good. There are now some 60 firms operating in the area, providing just over 7,000 jobs for the local population. Against this must be offset the eventual target of 38,000 jobs needed before the town can be considered viable. The next 29,000 will take some reaching.

Signs are, however, that the target will eventually be achieved. Already in operation are such prominent companies as Courtaulds—with one of the largest fabric mills in the country, Dunlop, Alcan-Booth, and the American Thorn Colour Tubes. To keep up the growth, the Development Corporation encourages as much diverse industry both in type and size as possible. Indeed, while many national concerns have temporarily curtailed development, Skelmersdale has gone all out to attract the smaller firms.

"Nursery" factories

One of their most successful innovations has been the construction of "nursery" factories at the rate of 12 a year. These are completely finished small units—with an area of between 3,000 and 6,000 square feet, ready for occupation as soon as the customer can instal his machinery. They attract the small, independent business-man at an average rent of 50p.

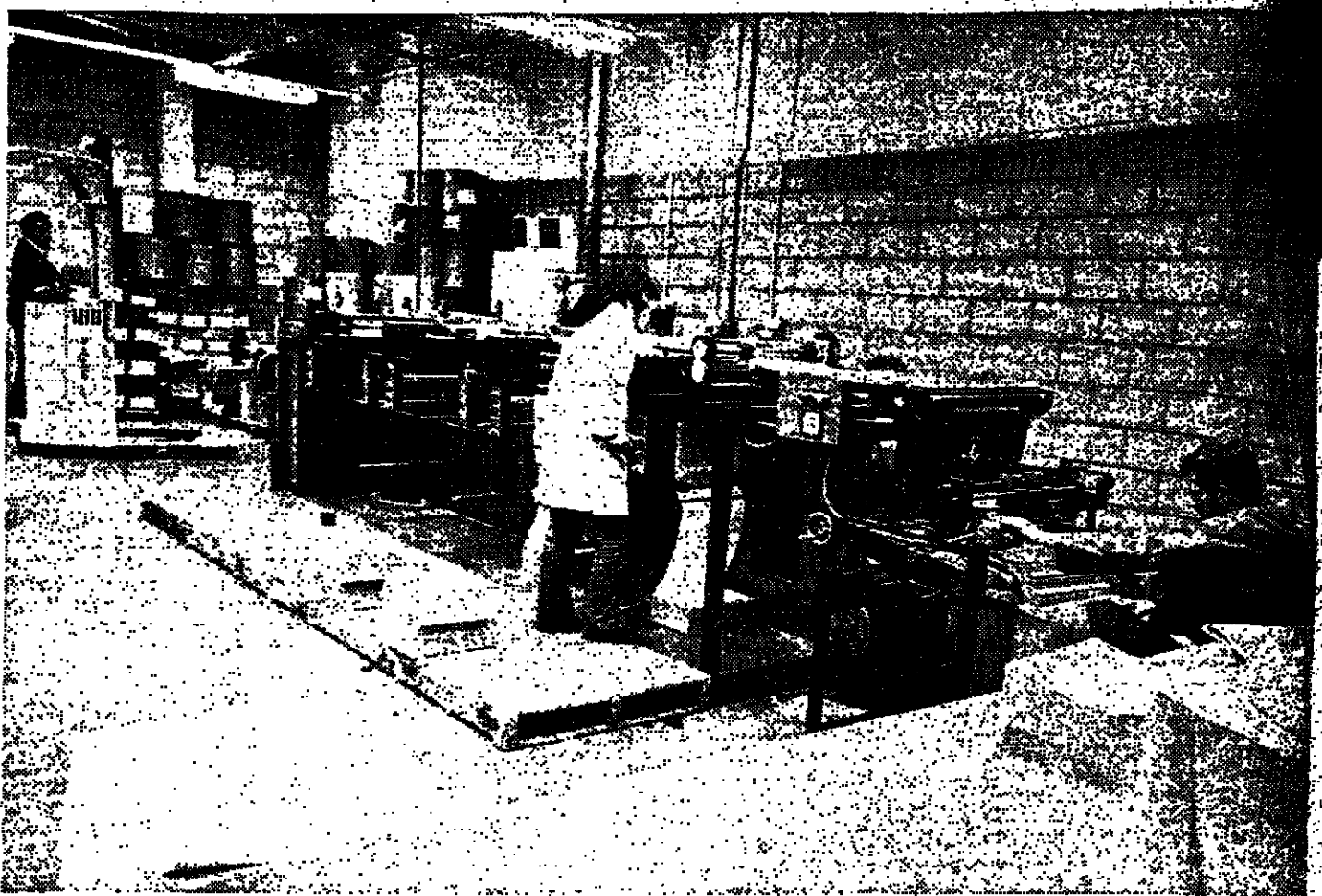
For the other, larger industrial units the financial inducements are considerable. As Skelmersdale is in a development area, the first two years of rent can be waived, there is a grant given of 35 to 45 per cent of the building costs, total depreciation over a year, together with training and removal grants. If one adds to this the accessibility both of the motorway and of the modernised port of Liverpool, one would have thought that the attraction would have been irresistible.

Higher costs

This is not so. Allowing for a degree of industrial retrenchment, it is apparent to the Skelmersdale authorities that many firms—particularly in the south-east of the country—are prepared to bear far higher rents and wage bills in order to stay where they are. Though the Department of Trade and Industry offer every inducement for the companies to move, Skelmersdale suffers in common with other northern new towns from this reluctance.

Indeed, it is a recognisable phenomenon for the town to receive visitors who are going the new town rounds seemingly to find reasons in each why they cannot move there. In the case of Skelmersdale they might cite the absence of a direct rail link. In other towns they make similar excuses.

Commercial development is much harder to achieve. The town has a current population of just under 30,000 of which some 20,000 are new residents. It also has under construction a town centre planned for ambitious commercial development. There is one drawback. To attract the national multiple stores in sufficient numbers, the population of the town needs to grow to at least 40,000. Under that figure it is not worth the



A computer paper processing machine at Hamilton, Marlow, Datalist Limited.

commitment. This is not only true for the larger shops, but also for entertainment facilities such as cinemas.

The present shopping facilities consist of two shopping centres—mainly of small shops, banks, 30 small to medium groceries and supermarkets, some of which are still available for letting. For the rest of their needs the ex-Liverpool population travel the 18 miles back into Liverpool—usually by bus or by car. There can be little doubt, though, that the develop-

ment of the town centre will provide rich pickings for several specialist industries. The air is clean, important for the larger shops, but also for entertainment facilities such as cinemas. The schools are new and well endowed. Already this last has attracted several American firms who can see the schools producing the skilled work force that their factories will need in the future. The housing for the work force is better than anything they are likely to have encountered in their previous areas—which were often

the slums of North Merseyside. Additionally, it is a young town. Almost a third of the population is of primary school age or younger. Only 6 per cent are over retiring age. The young population provides a potential considerable commercial potential. This alone is what Skelmersdale has to guarantee its success.

Pastimes of the 'Scouse' for the 'Skems'

By DAVID DORNEY

"The first thing we had to do when we got here was to set up 20 football pitches." That, in the words of the Development Corporation spokesman is Skelmersdale in a nutshell. Outside the professional skills of Merseyside, the town has had one of the most celebrated amateur football teams in the country. It has now acquired professional status. Skelmersdale won the FA Amateur Cup last year and were the nursery in which Liverpool's Steve Heighway learnt his football skills.

Even with the team's current problems, what better place could there be to live for a football-mad Liverpoolian, if he cannot live in the middle of the city itself? To cater for his devotion, the town now has 22 separate football pitches, a thriving Sunday league of 36 clubs, and a five-a-side league of 47. All this in a town of under 30,000.

That is one of the pastimes that the Scouse has brought to "Skem." The other was largely there already. The town has over 20 pubs—not the effete Southern pubs with their tweed jackets and gin and tonics—but real pubs, with noise, entertainment, and lashings of beer. If you have any room in you after that, there are already six fish-and-chip shops. Man's primary needs are well catered for.

The point is not as frivolous as it seems, for it illustrates clearly the thought that has gone into providing for a highly individual Liverpool population an environment that is at once familiar and improved.

Liveable housing

Take housing. In Skelmersdale this is all low rise, built imaginatively to full Parker Morris standards, and landscaped into the hillsides of the valley of the River Tawe that runs through the town. In any one's language it is more than liveable in. On top of this, the Corporation has developed its own secret weapon—the tree. In their efforts to create a green city, they have set up their own extensive nurseries, and planted three trees for each house. It is a mark of their success that these trees still stand. They are not uprooted, there is little vandalism.

To protect the residents, the car has been separated from the pedestrian, who can walk to the centre of the town from any point within 20 minutes. With the employment of a sculptor and visual adviser, the resi-



Future professionals?

dental part of the town resembles nothing more than one of the new universities—say East Anglia or Sussex. Indeed, it carries with it a good deal of their quiet and their peacefulness.

There is an open market every Wednesday and Saturday which relieves the lack of major shopping facilities. There is a highly successful sports hall converted from a site contractor's factory. There are libraries, play groups, clubs, ladies' circles. You name it, they've got it. However, there is something wrong. As they will tell you in the pubs: "It is not Liverpool." For many of the residents, some of whom still commute into Liverpool to work, that is saying a lot.

But you cannot judge the town by the lack of the odd Liver bird or the absence of the Mersey Tunnel. The children who are born here are "Skem" rather than "Scouse." If you look at the facilities they are offered there can be no doubt as to the superiority of the one over the other. Take schools. Every Skem child can walk to school, without crossing dangerous roads and without taking those long journeys that add so much to the school day. There are

already 12 primary schools and two—shortly to be three—comprehensive secondary schools. Through the speed and efficiency of the Lancashire education authority, there is no overcrowding, there are no slum schools, and the buildings they have are available for dual adult use out of school hours.

Green space

Then there is the amount of green space incorporated in the town, and the unspoiled countryside surrounding it. The original "cloughs," small wooded ravines, that intersect the town have been preserved as a prominent feature and a child's delight. You must remember that these children might otherwise have spent their lives without a tree in sight, let alone with one to climb upon.

The sports centre, offering a wide range of activities for a nominal fee, is an added asset. It has facilities that would have cost up to £250,000 if built from scratch. It is used heavily by the young and the not-so-young, and is the largest sports hall in the North-West.

Allowing for the lack of a coherent town centre—it is a long time building—already the town has cohesion several earlier developments lack. It is clean, it is tidy, it has not been smashed up the way that the Liverpool area has. The people living here are the same as those who were decanted from Liverpool to other places.

The final test is whether not the bosses as well as the workers would choose to live there. They do—not in Corporation houses, but in private houses in their own third of an acre of land. What matters is that they are prepared to share the ties of the town, the schools at the pubs, and even the spoil hall.

To one who would not live north of Watford, Skelmersdale is a refreshing change. It is a dour and northern at all—except for the weather it could be any part of the country. To a southerner, it is about the biggest compliment that it can be paid.

Whelmar: the new town people

We're proud to be helping to create an important part of Skelmersdale's new community and future environment.

Our residential development, commenced in 1969, is now well advanced. We are currently building on two sites and have available 3 & 4 bedroomed houses and bungalows, at prices from £4,300 to £8,500. A third estate is due to be started at the end of this year.

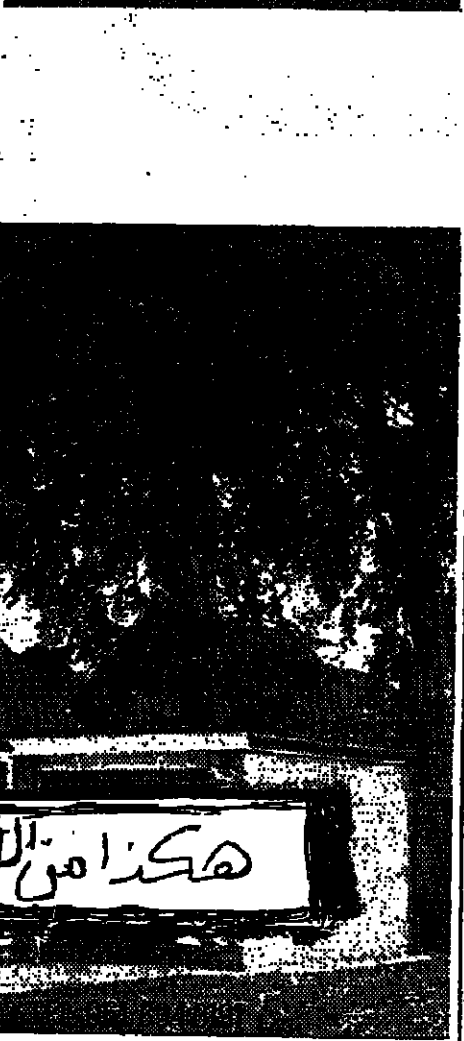
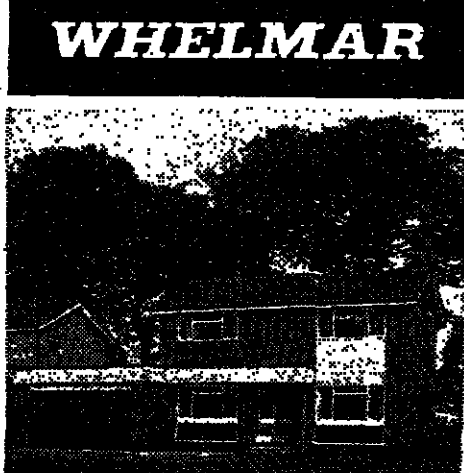
In partnership with the Development Corporation, a six storey office block is proposed adjoining the new shopping centre. This will provide some 45,000 sq. ft. office accommodation, over 30,000 sq. ft. of which is already under offer.

Additionally for the Development Corporation we have six factory units under construction.

Whelmar are also involved in shaping the future of other new towns in the North West. At Runcorn we have a residential project of 550 properties over the next 3 years. At Warrington we shall develop the first private housing scheme within the New Town, extending to some 500 new homes.

In fact, we at Whelmar believe that our imaginative planning, original thinking, high standards of design and extensive practical experience uniquely qualify us to meet the exciting challenges presented by the new towns.

We're flattered others think so too.



SKELMERSDALE III



Newhouse Estate.



Old Town centre.

The new style for the New Towns

RICHARD PHELPS General Manager, Skelmersdale Development Corporation

The New Towns Act has designated area is no less than 35,000 acres, eight times the size of post-war acreage of Skelmersdale, and an existing population of no less than 250,000 is anticipated to grow by immigration and natural increase to 480,000 by 1993. The nature of these various developments is different. As the population figures show, the existing population at the time of designation has grown with each new project—so moving away from the original concept of the "green fields" New Town to expansions based on an existing community—or, indeed, in the case of Central Lancashire, several existing communities. Nevertheless, many of the components of a New Town are common, and new areas constructed over similar periods of time will have many comparable characteristics. While social development is more difficult in a "green fields" situation, the architects and planners are likely to be able to create much greater physical unity and harmony when they can create the whole.

Thanks to a site of great topographical interest at Skelmersdale, concepts are now rapidly turning into an impressive reality which is pleasing to the eye. In the past two years, Corporation housing schemes have won three awards in the national Good Housing Competitions, and factory design is

also to be recognised shortly. What, however, of the town's social image? Certainly Skelmersdale—or "Skeem," as she is known to those familiar with her—has had to fight hard for her reputation. First, the Corporation had to live down the idea that New Towns would just be larger than ever over-spill estates. It was and is difficult to get over to people that the financial resources and executive powers of a Development Corporation create far better opportunities for balanced and co-ordinated development than local authority estates.

Secondly, the town had to live with the Merseyside image. It cannot be repeated too often—because many find it difficult to accept—that over the past seven years, during which nearly 7,000 new jobs have been created, the record of strikes and industrial disputes has been considerably lower than the national average.

Finally, it must be said that memories are long in the region and attitudes die hard. But if an ultra-conservative attitude towards any change or improvement is one side of the coin, the other, brighter side, is that there is plenty of healthy scepticism. Too often planners

are guilty of claiming quite disproportionate social benefits from physical planning and architectural achievement. In these circumstances New Towns in their early stages are sitting ducks!

But when £40m. of the taxpayers' and ratepayers' money has been spent in a very limited geographical area in infrastructure, housing, factories, schools, health centres, community centres and sports centres, the chips are down and the concept is judged by achievement alone. And at least you can ask your critics to come and see and judge for themselves.

But "Skeem" has much to offer. It has a superb strategic position in relation to the national motorway system—half-way between London and Glasgow, 1½ miles from the M6 connected with a motorway link so that Glasgow, Hull, London and Bridgewater will all be directly connected when approved plans, most of them now being implemented, are completed. (One warning for local managers is to prepare for the arrival of your guests at least 10 minutes before they are expected—apologising not for traffic congestion but speed of transit!)

It also enjoys a central physical position in relation to the two existing and the third nascent conurbation in the North

West Region, that is, Merseyside, the Manchester conurbation and the Central Lancashire complex. Between these three Skelmersdale occupies a central position.

Further more, Skelmersdale has no sub-standard schools: tests show the children to be just as intelligent as anywhere else in the country but better taught because the able teachers want to teach in the best possible surroundings. A place indeed where the greatest problem—unless surveys like this and arguments like mine bear fruit—will shortly be the lack of local opportunities for really bright young people.

It is a place where quite new standards of soft landscaping, by U.K. standards, are being applied. Welwyn may have been the Garden City of the first part of this century, but it will be Skelmersdale's claim to be the Garden City in the second. The Corporation, in fact, has the largest tree and shrub nurseries in the North West Region. Now that soft landscaping is maturing the achievement is attracting widespread admiration.

The whole operation is a far cry from the "orchids and palms for the Town Hall" tradition of municipal gardening. This is a businesslike concentration on a few suitable species. Much credit is due to the vision of Professor Weddle, the Cor-

poration's landscape consultant. And if our Dutch friends call Skelmersdale "Berberisville"—why not? The varieties of that remarkable plant have been rarely exploited in the U.K. Here is a natural species that can be left to deal with the vandals with little help.

Following on from this, I would claim that Skelmersdale is a place where the authorities really believe in looking after and caring for what has been built. It is also a place where the leaders have enough faith in people to believe that a high standard of environment engenders still higher standards. It is perhaps salutary to remember that discussion about vandalism is a one-sided affair. The vandals do not participate in it! Good design means that an object must stand up to the use which will in fact be made of it. In many cases I am convinced "vandalism" is a mere excuse for weak design in physical terms.

To take a simple example—if you provide a well-lit wide pedestrian underpass, Merseyside children will want to play football in it during the evening. And why not? If the perspex screens can be broken by a bounding ball, then the only constructive answer is to provide stronger ones. It is worth recording that while

litter, and that instrument of such value to outdoor amateur artists—the coloured felt pen—are indeed a nuisance, the town is, on the whole, well looked after by those who live in it.

Now that the population is reaching substantial proportions commercial growth is getting under way. The totally enclosed Town Centre shopping centre will open next year, and the exhibition at the Corporation's estate consultants' offices at 18, Pall Mall is well worth seeing. Units in the new centre are now available for pre-letting, and one-third of the space has already in fact been let. Office development starts shortly. Speculative builders are taking a much increased interest in the town, and the future targets for private housing for sale are far higher now than hoped for a year ago. The supply of individual plots for high quality houses is, however, temporarily exhausted.

All these facts provide solid grounds of hope for the future. This should be the environment in which industrialists can look with confidence to a labour force that will not only steadily increase in size but also in quality. Development area grants are available and the Corporation will do all in its power to help the new industrialist whether his requirement is great or small, for land or for rented factory space.

recreational facilities easily available to people near their homes. Swimming, squash and badminton all thrive.

Skelmersdale
Mills & Rockleys
(Electronics) Limited
Garrett Place
Gillibrands Industrial
Estate, Skelmersdale
Telephone
Skelmersdale 22444

Skelmersdale—an integral part of the Aerialite circuit.

Chadderton

Aerialite International (Export) Limited;
Aerialite Power Cable Works;
Nettle Accessories
and DR Illuminations
Technical & Production Departments
Whitegate, Broadway, Chadderton
Telephone 061-652 1111

Stalybridge

Head Office and Cable Division
Castle Works, Stalybridge
Cheshire SK15 2BS
Telephone
061-338 2223

Stockport

Nettle Accessories Limited
Warren Street, Stockport
Cheshire SK1 1XF
Telephone 061-480 8181
DR Illuminations Limited
Warren Street, Stockport
Cheshire SK1 1XF
Telephone 061-480 8187

Congleton

Aerial and Electronics Division
West Heath, Congleton, Cheshire CW12 4PX
Telephone Congleton 3892/8
AGC Heating (Manufacturers) Limited
West Heath, Congleton, Cheshire CW12 4PZ
Telephone Congleton 3892/8

Skelmersdale is the home of Mills & Rockleys (Electronics) Limited, designers and manufacturers of printed circuits. As part of the Aerialite Group they share in its resources and highly successful marketing and distribution services. In turn they contribute their specialist knowledge which has gained for them a high reputation in the electronics industry.

The Group's headquarters, together with the Cable Division, are at Stalybridge. One of the most up to date wire mills in Europe is sited at Romiley. At Congleton is the Aerial and Electronics Division and a subsidiary company—AGC Heating (Manufacturers) Limited.

Two other subsidiaries are at Stockport: Nettle Accessories Limited and DR Illuminations Limited. Based at Chadderton is Aerialite International (Export) Limited, a company formed earlier this year to deal with the growing export turnover.

The Aerialite Group has a very broad manufacturing base. It includes power and telecommunications cables, television and aerial accessories, domestic and industrial electric accessories, lighting equipment, gas central heating systems and now—with the acquisition of Mills & Rockleys—electronics and printed circuitry.

Aerialite

Aerialite Limited.

Head Office & Cable Division,
Castle Works, Stalybridge,
Cheshire SK15 2BS
Telephone
061-338 2223

FINANCIAL AND ACCOUNTANCY APPOINTMENTS

Rothschild Intercontinental Bank

Rothschild Intercontinental Bank is looking for experienced credit officers for its Credit Department. The vacancies which are in teams specialising in lending into the Americas (North and South) and Europe, have arisen following a restructuring of this rapidly expanding department. The work involves assessment of the creditworthiness of companies, banks and governmental bodies, and the negotiation and documentation of loans.

Candidates aged 23/30 should have a good banking or other relevant background, and preferably some experience in Eurocurrency lending. The appointments will be very well rewarded.

Replies please to:—
A. R. Keeler, Secretary,
Rothschild Intercontinental Bank Ltd.,
16 Finsbury Circus, London EC2P 2JY.

Financial Controller/ Company Secretary

Insurance Broking

£7,500+

Our client is a public company operating through subsidiaries as insurance brokers and underwriting agents both in the United Kingdom and abroad. They are seeking a suitably qualified and experienced man to assume full responsibility under the board for all financial and secretarial matters, including the technical aspects of acquisitions. The initial appointment will be as company secretary and familiarity with public company matters is essential. There are excellent prospects of further progress in the group.

An initial salary of £7,500 per annum upwards is envisaged, together with the usual additional benefits.

Applications giving all relevant information in concise form should be in the first instance sent to Position No. CGF2984, Austin Knight Limited, London W1A 1DS. Applications will be forwarded to the client concerned, therefore companies in which you are not interested should be listed in a covering letter to the Position Number Supervisor.

AK ADVERTISING

Consortium Banking

A leading British merchant bank and a number of American commercial banks have recently established a London bank with substantial resources to provide short and medium term finance to national and international companies. An experienced banker is required as deputy to the General Manager. His prime responsibility will be in the field of lending, credit control, and development of new banking relationships. Additionally he will share in other general management responsibilities.

Candidates must be men of high personal qualities, able to seek out unusual banking opportunities and to capitalise on them. They must possess wide technical expertise in negotiating and setting up banking facilities.

Starting salary will be of the order of £6,500-£8,000. Preferred age about 40. Please apply in the strictest confidence quoting reference number 1296 to Clive and Stokes, 14, Bolton Street, London, W1Y 8JL.

Clive & Stokes

Appointments & Personnel Consultants

Auditors Stock Exchange

A number of staff are required to join our audit group which specialises in the audit of stockbrokers and jobber clients. They would be:—

QUALIFIED ACCOUNTANTS who have some knowledge of Stock Exchange procedures and the potential to be trained to become Audit Supervisors within a fairly short time.

AUDIT CLERKS who have good audit experience or a sound knowledge of Stock Exchange procedures.

TRAINEES who preferably would have already worked in a Stock Exchange firm or an accountants office, are aged between 18 and 35 and have at least five 'O' levels. They will be trained in audit methods and encouraged to become qualified accountants with generous assistance towards tuition costs.

This is an excellent opportunity to gain experience of the methods used by a large number of Stock Exchange firms. The commencing salaries are substantial and are reviewed every six months. We operate a generous non-contributory pension scheme with life assurance cover.



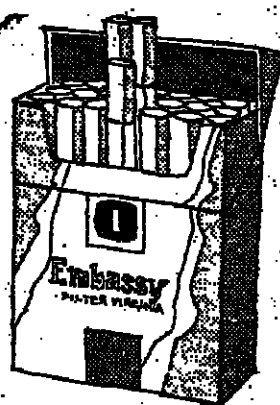
Please write, with brief details of education and career to date to: T. J. Rendall, Messrs. Spicer and Pegler, Chartered Accountants, St. Mary Axe House, London, EC3.

FINANCIAL DIRECTOR DESIGNATE

required for a small but well-known publicly quoted company situated in North London. The company has a dominant position in a specialised trade and is about to enter a period of rationalisation and rapid expansion.

Good commercial experience and sound technical ability is essential. Likely age 30-40. Salary commensurate with experience. Benefits include car, pension scheme and share incentive bonus.

Please send full details of age, experience and qualifications to Box No. A.2330, Financial Times, 10, Cannon Street, EC4P 4BT.



Dear Embassy we might be able to save you a packet

Our 'Unecon' projecting dealer signs will make you light up with enthusiasm. 'Unecon' is a wide choice of shapes at a very economical price. This low cost type of sign is strong, stands up to bad weather and is striking in appearance. Oldham service covers fast delivery, fitting and maintenance.

Telephone 0532 20031/8
and the best in signmaking will meet
the best in smoking.

OLDHAM

do things noticeably better

Oldham Signs, Cross Green Approach, Leeds LS9 0RJ
—and a network of depots nationwide.



The mind expander

We're read every week by bankers in Brussels, by manufacturers in Milan, by government leaders in London and Tokyo... by executives and decision-makers worldwide who have a need to know.

We keep our readers up to date on the latest business news, on corporate mergers and money matters, on political and financial trends, on international developments in every corner of the globe. We observe and comment on cultural affairs, on scientific developments, on people and personalities, on the complete spectrum of human interest and activity.

We're the Mind Expander - Newsweek International - with 24 editions distributed weekly around the world.

Newsweek International:
essential reading for the best-informed minds
worldwide.

*New Readership Survey available from Newsweek International, 90 Haymarket, London SW1Y 4TL. Tel. 01-838 6186

YOUNG BANKERS REGISTER

Our current assignments include:—
M'nt Accounts To £1,450.
Support opportunity for young
Bankers, with experience of Sterling
and P/X Acctg., in major Int'l Bank.
Dec. Credit/Bills To £1,600.
Leading U.S. Bank urgently seeks
capable young Banker to assist with
major development plans.
Securities/Investments To £1,400.
Well respected Merchant Bank in
City offers progressive career to
exp'd and ambitious young Banker.
For immediate appointment, please
J. E. Chiverton, A.I.B. 405 3499



BANKING DIVISION
Lloyd Executive Selection Ltd.
Alliance House, 29/30, High Holborn,
London, WC1V 6AZ.

BANKING APPOINTMENTS

The Specialist Consultancy for the
Banking Profession
(Strictest confidence assured)
358 Strand, London, W.C.2
Tel: 01-836 7222 (10 lines)

Australian Securities Analyst

A medium-sized firm of London stockbrokers with considerable and long-standing experience in the Australian market has a vacancy in their research department.

Candidates, preferably aged between 24 and 35, should be graduates in a numerate discipline or professionally qualified in accountancy, and have had at least two years experience of investment analysis of Australian securities. The successful candidate must be flexible enough to deal with both mining and industrial stocks in Australia, and in due course other mining stocks because the firm's coverage of this sector is being extended on a world-wide basis. The ability to communicate elegantly both verbally and in writing is important.

Salary will be negotiable and the firm has bonus and pension schemes.

Please write to:
Box number 3982,
C/o Charles Barker Recruitment Ltd.,
20 Cannon Street,
London, E.C.4.

FINANCIAL DIRECTOR DESIGNATE

£7,500+

For a public group of insurance broking companies with underwriting agency interests. The Company is in a phase of rapid growth which includes the acquisition and developing of overseas interests.

As a member of the senior management team his prime responsibilities will be—

a. Financial aspects of new project planning.

b. Control of Company Secretarial and Accounts Departments.

c. Preparation of management accounts for U.K. companies.

d. Financial control of overseas companies.

Candidates would be chartered accountants, preferably under 45, with experience in financial management and taxation. Knowledge of insurance an advantage.

Company car, pension and share option schemes, location City and London suburbs, some travelling overseas.

Please write, stating qualifications and career to date, to H.86, Neville Russell and Co., 11 Poultry, London EC2R 5EN.

Replies will be treated in the strictest confidence.

MERCHANT and AMERICAN BANKS

Foreign Exchange Securities, Investments and Documentary Credits are amongst the numerous points used to experienced bankers. Please contact us for details of these and many other positions.

CITY BANKING EXECUTIVES
109 FENCHURCH STREET
LONDON E.C.3. 01-709-8871

AG URGENT BANKING AND BROKING VACANCIES

A wide range of excellent opportunities exist for young people in leading City Banks and Brokers. For further details please contact:—

Mrs. Stannard, ALANGATE Financial Division,
78 Queen Victoria Street, E.C.4. Phone 248 6071

GENERAL APPOINTMENTS APPEAR TODAY ON PAGE 30

BUSINESS AIRCRAFT

Executive Aircraft

Fly direct to any point in the U.K. or Europe. Fly when it suits you, without delays and without baggage-handling problems. A telephone call puts you on a personal service to a luxurious 6-seater Cessna Air-Master, a Westland helicopter, or a Jet-Ranger helicopter. Ready to take you on business or personal travel anywhere. Call us today for full details or write to:—

EAGLE FLYING SERVICES LTD.
Luton Airport, Luton,
Herts.
Tel: Guesco 72333 or 01-493 9192.

HOTELS

TUNBRIDGE WELLS SPA HOTEL

For business or pleasure, set in own grounds, 50 well appointed rooms and conference rooms. Fully equipped. One hour from Charing Cross. Conference arranged.

PERSONAL

N.C.S. Once again we aim to give an extra gift to many cancer sufferers at Christmas. Please help by buying our Christmas Card—a design of assorted packs. Send for brochure: National Society for Cancer Relief, Michael Scott House, 30 Dorset Square, London, NW1 6QL.

Advertising and...

A fair wind for Seafarer

BY KEN GIFFON

MOST OF the publicity that has attached itself to Seafarer, the company that has latched onto the franchise side of the business, is peripheral activity. A number of companies have chosen the franchise system because they lack the capital to expand in any other way, and that is not the case with Associated Fisheries, Seafarer's parent.

What got AF into this business was a straight marketing franchise. Traditional fish and another problem area was hit-



Tony Williams, chief executive, and Mike Moreton, commercial director, of Associated Fisheries Fast Food Division.

chip shops are a big outlet for the fish the group catches—the retail value of the trade is put at £130m. However, the group had a well-founded suspicion that all was not well. High rents were forcing the fish and chip shops more and more into the back streets. Market research revealed public prejudices that the shops were often dirty and served fish that was less than fresh.

Protecting the market by raising standards was therefore a prime motive. It is true that the edges have since become a bit blurred—the company has found itself in the "fast food" market (defined really as take-away food), highly profitable in its own right. As a result, no-one is too upset that 20 per cent of turnover comes from fried chicken.

It is also true that mistakes were made. AF began by buying profits, snapping up several established fish fryers who appeared to be doing well. Experience has shown that some of the sites were not as good as had been thought at first. Of the original 16 shops, four were sold.

A formula has now evolved, calling for sites at the "food" end of the High Street, rather than the "furniture" end. The scheme for employees, a company like a minimum space of 20 feet by 70 feet, which gives a room for 60-seater restaurant as well as a take-away bar, and it says, there are signs that the policy is beginning to pay off. The financial year just ended lack the capital to expand in any other way, and that is not the case with Associated Fisheries, Seafarer's parent.

What got AF into this business was a straight marketing franchise. Traditional fish and another problem area was hit-

Evode sticks its neck out

MARKETING is only slowly beginning to make an impact in capital goods companies and one area where its effect could be both speedy and profitable is in industrial sales forces. Currently Evode, the adhesives company, is providing a useful case history. Last month Evode completely overhauled its sales force. It reduced it from 95 to 75 men, but more to the point it switched it from selling products to selling to markets. In the past there was a considerable number of duplicated calls as the Evode salesman selling adhesives followed the man selling chemicals into the same company. Now there is a building division selling a complete range to the construction industry; an industrial division, selling to capital goods companies; and a distribution division selling to distributors for the retail trade and to builders merchants.

The saving on duplication is only one benefit. More to the point the Evode salesman can now offer a wider range of products (up from 120 to 250 on average) so that customers that might have bought adhesives from the company but chemicals elsewhere will now be tempted to obtain both from the one call. Overall marketing director Alan Cooper anticipates a cost saving of 5 per cent.

But the change has not only helped the sales side. The two years during which it has been planned has meant that "every corner of the company has had a rattle, and a consumer mentality has come to industrial selling." The average salesman might be forced to sell many more products but the unprofitable calls have been eliminated and the experience of meeting new customers and selling new lines is a great stimulus. It certainly seems to have worked in the distribution division. Since its rationalisation six months ago Evode has for the first time captured over 40 per cent of the retail market in adhesives.

Like other costing systems, records of time spent are not but in this case they are called client control sheets, and over half the staff keep them. Creative people record time spent on individual jobs but others show (to the nearest tenth of an hour) the time devoted to each client during the working day. The computer uses the sheets to determine an "applied hourly rate" for each staff member each month. The rate is based on salary, overheads and the percentage of total available time charged to clients during the month. Once the hours have been computed the cost of service to each client is simply the sum of appropriate individual costs.

The columns are made up of account executive time and expenses, public relations time and expenses, production (which takes in items such as creative work, print, finished art and blocks), classified space and

Cost of accounts

BY PAMELA JUDGE

"WE CAME up with some wild figures in the first 6 months. And in the initial year we discovered we were making a loss of 10 per cent on our bigger accounts but a similar profit on some very small ones." Thus Bob Pantou, of Howard Pantou-Warren & Seymour, on his agency's search via a computer for a costing system.

HP went on to a computer because BUPA (British United Provident Association) was then a client and had the time to offer on its model. It has taken 3 years to develop the program fully. One irony in the first 6 months of the profitability of accounts was finding that the agency was making a loss of £8,000 on BUPA.

Now the program is really working since there are 2 years of figures to compare and by the beginning of next year the results will be coming through on the agency's own computer. All part of the policy of making 5 per cent profit before tax on each account.

Like other costing systems, records of time spent are not but in this case they are called client control sheets, and over half the staff keep them. Creative people record time spent on individual jobs but others show (to the nearest tenth of an hour) the time devoted to each client during the working day. The computer uses the sheets to determine an "applied hourly rate" for each staff member each month. The rate is based on salary, overheads and the percentage of total available time charged to clients during the month. Once the hours have been computed the cost of service to each client is simply the sum of appropriate individual costs.

The columns are made up of account executive time and expenses, public relations time and expenses, production (which takes in items such as creative work, print, finished art and blocks), classified space and

display space (which includes time and posters). All this is dear to the heart of director Al Cotcher who put out that with the system it is possible to extract the cost of the client picture pattern thrown up by group related accounts or by group account executives.

Apart from knowing how game is going, one great advantage of the system, as Bob Pantou sees it, is that clients can show the figures which agree it, paying for increased fees for services. In fact this happened in some 15 cases. There was also the client observed that he did not want to pay any more but that he was much more careful in the agency's time.

Towns for test marketin with

YORK • DARLINGTON
OXFORD • BRADFORD
SWINDON • BARRO
SOUTH SHIELDS • BA

Each town has a high penetration daily newspaper with full colour facilities. Test your new product. Try out a new campaign. Measure the impact of colour advertising can you in these test towns. Contact Peter Clifford 01-353 1030.

Westminster Press
Newspaper House, London

College of Marketing: the latest.

The College of Marketing's programme—until June 30, 1972—is now compiled into this prospectus, the first to be published since the College's move from London to Cookham. The prospectus includes details of both residential and non-residential courses, the most comprehensive training in introductory, advanced and specialist aspects of marketing available in Britain. Post this advertisement for your free prospectus now.

To Senior Course Director, College of Marketing,
Moor Mill, Cookham, Bucks SL6 9JL.
Tel: Bourne End 0295-5422



The Marketing Scene

Now Maltman goes to KMP

By Antony Thorncroft

TWO MORE moves in the continuing saga of Dorland's Advertising. On Tuesday proprietor John Maltman announced the departure of managing director John Metcalf, an old communications industry figure who was in at the start of Dorland's in 1958, as chairman and executive. Yesterday the KMP Partnership said that Maltman would be joining them immediately as a partner and board member.

KMP and Maltman got to know each other earlier this year during the first phase of the Dorland takeover. Maltman was then a shareholder in Dorland's, which was then owned by John Bentley Barclay Securities who then sold the group to Eric Garrett. Maltman has had three different houses this year and the last proved too much. He had to go on well with the KMP partners during the negotiations. The interesting thing will be to see what happens to those Dorland clients who have been associated with Maltman. This group are Heinz (spending around £1m); United (spending £500,000); Bass (spending £200,000); and Wrigley's (spending £100,000). Maltman has viewed their association with Dorland's and decided to stay put. Their loyalty will be tested again and some have already indicated that they will move to the new agency. It is on the cards that one or two of the agencies they will move to. Since these companies present a billing of around £1m, out of a total Dorland's billing of almost £2m, a year ago, they are obviously important.

There is one other factor. The year is slightly ahead of 1970. Yesterday the top staff of Dorland's issued a declaration of confidence in John Metcalf and there is a general reluctance to mark Maltman's departure as a sign of luck Metcalf's task will be to keep the clients happy. He is also facing embroiled personnel problems.

Fidelity homes in on Europe

BY TONY DAKIN

OVER the next few months Jack Dickman, chairman and founder of Fidelity Radio, will be spending a considerable amount of his time visiting radio retailers in Europe. "The last thing I want to do is to commission a market research firm to do the work for us. I know it sounds a bit trite but we are going to be as successful in marketing our products in EEC countries as we are at home then there is going to be no substitute for our managers finding out for themselves. For, make no mistake about it, the signs are right for an enormous boom in the radio market, both in Britain and in the Common Market countries."

If Fidelity was not quite so successful it would be tempting to dismiss Dickman's views on market research as parochial. But since 1948 when he used his demob gratuities to start building radio in a dilapidated old shop in Shepherd's Bush, he has built Fidelity up into the largest radio manufacturer in Britain. Last week he announced that he is currently making 40 per cent of the 800,000 British-made radios sold in the U.K. each year. The giant Thorn Electrical is in second place.

Perhaps more to the point is Dickman's belief that along with the development of British commercial radio, European entry could triple the demand for U.K.-built sets "if manufacturers take the trouble to research their markets."

Dickman has long since staked his faith in a form of market research which simply involves him and his managers seeing all the principal retailers and wholesalers personally, and then chatting them up to find out exactly what customers are looking for. That way the company discovered it was a few years ago when it had a mere 10 per cent of the market—that a proportion of potential radio buyers were continually complaining about the poor choice in finishes. A few further talks with retailers led Fidelity to introduce a completely new range of wood finishes. More recently, the company added leather padding to its sets as a result of a lunchtime conversation with a director of Currys. Both changes resulted in big increases in Fidelity's market share.

Another thing Dickman has learnt is that there is no

accounting for taste, especially between countries. Surprisingly, for instance, in the United States, in the Far Eastern countries and in Italy and Germany, people still prefer plastic to natural finishes. Then again, in France they prefer the speaker to be separate from the radio itself whereas the British like it to be integrated.

In the circumstances Dickman reckons that there are two ways of marketing products in Europe. First, a company can produce a design which is as near as possible to an international styling. The sort of policy followed by many firms in Hong Kong, for example. Or it can research the markets individually and make its products to measure. "If one decides on the latter as we have done," says Dickman, "it is not a bit of research agency make the decisions for you. That would simply be creating another hurdle between management and the market." And to prove this point neither Dickman nor any of his managers has a secretary between them.

Ship and shore sites

PROMART has reached agreement "in principle" for sites in the Forth, Mersey, and other areas. The company is planning to build a series of indoor advertising units. The illuminated units can carry up to 50 ads, with exposures from 4 seconds to 25 seconds. The newly-formed company's operation consists of renting the sites from, say, supermarkets, and then selling the time to advertisers at £38 a year for some 100,000 exposures. Promart's managing director Jim Grover says that there would have to be a minimum of 50 sites for a contract and that he is only interested in prime sites.

Another company working on a new indoor medium is Transcontinental Media which has a deal with shipping company Shaw Savill to put illuminated ads on the Northern Star and Ocean Monarch. Managing director Martin Burgess says he is at present negotiating with the shipping line and has contacted all the other lines.

The idea here is to put the boxes in any main area of a ship—such as staircases, entrances to public rooms or near the shop. On the Shaw Savill ships the cost is £250 a year for a site.

FILM ADVERTISING

Last frame rescue by creative cavalry

BY ANTONY THORNCROFT, MARKETING EDITOR

"Film advertising is a disaster," says Gerry Lewis. "If you look at a film poster of 1950 and one of today's you will notice little difference." And he is a man who should know, for he has just joined EMI-ABC as marketing executive and before that he was responsible for Paramount's international advertising. Well, why doesn't he do something about it, then? For he is in a unique position. His new company both makes films and, along with Rank, is the leading exhibitor.

Innovation

Gerry Lewis is trying to do something about it. When he was at Paramount he got agency Lonsdale Crowther to handle the account, something of an innovation in a sector where specialist groups have tended to hog the advertising. In addition he encouraged Lonsdale Crowther to prepare advertisements for every one of Paramount's American films that came to the U.K. They were not always used but in the past the great majority of American produced films (in other words the great majority) just applied U.S. advertising over here. The agencies handling the campaigns were often little more than space bookers. And there was one more innovation in the Paramount-Lonsdale Crowther relationship. There was no fixed account term handling the client. The creative work was spread around the agency so that most executives had the opportunity of working on a film advertisement.

The same sort of changes can be expected at EMI-ABC. It is no secret that Lewis is seeing other agencies, including large consumer agencies like KMP, M&S and Lonsdale Crowther, and within a month the £400,000 account will move away from Rex Publicity. In addition each new production will be looked at as a marketing exercise. In the past film advertising has got the muddy end of the stick. The agency has been presented with the film after it has been booked and sometimes given a week to devise a media campaign and perhaps make some superficial changes to the creative work.

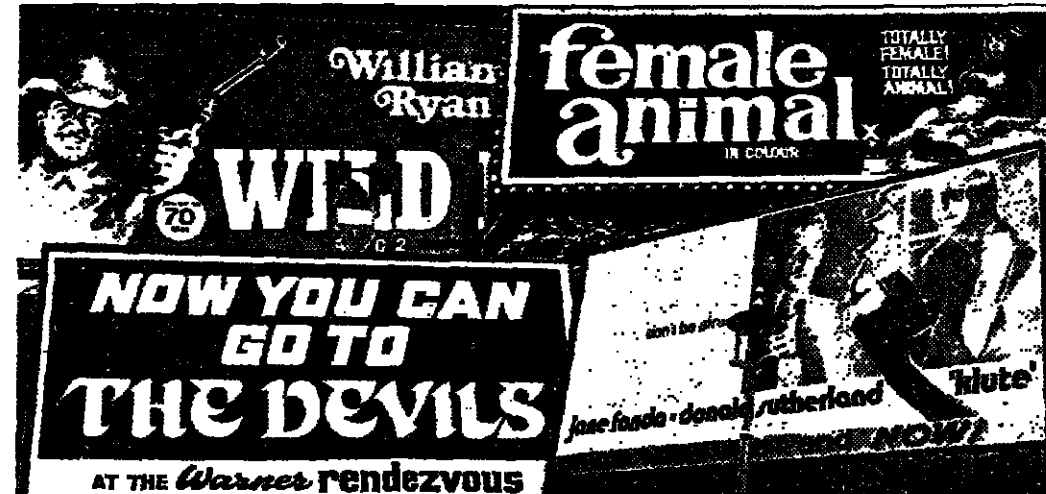
A new approach is already obvious with The Go-Between. Although a prizewinner at Cannes this was considered a rather difficult film to sell. Lonsdale Crowther research suggested that its appeal was mainly to women, and hence that to women who did not regularly visit the cinema. Hence an advertising campaign which concentrated in the

women's magazines and upper market papers, like the Daily Telegraph. In addition the film opened simultaneously in numerous cinemas throughout the country so that the advertising could make an impact. Traditionally a film is launched three times—first in the West End; then elsewhere in London; and finally in the rest of the country. It is asking a lot of the advertising to give it three injections of adrenalin.

Then in one which would perform mediocrity without it. The teaser campaign for the Universal-Rank film the Andromeda Strain (by Lonsdale Crowther) attracted considerable publicity both for the agency and the film. In the same way Perry was a box office success because (even the producer agrees) of the risky ads. These were the first film ads devised by Aquarius, who later attracted even more publicity for Girl/Boy. David Chinnery,

accepted as an integral part of marketing and now efforts are made to place the right films in the right cinemas for the right amount of time. Still too many productions are just cannon fodder but increasingly each film is considered seriously and an advertising plan devised specifically for it. There is still a vast grey area which is bad in an advertising sector which spends at least £5m. a year. The love-hate relationship between distributor and exhibitor confuses the advertising approach, with the former basically carrying the launch costs while the exhibitor starts to pay when the film leaves the West End. If there are to be more simultaneous premieres this situation must be reviewed. It should also be possible to separate the creative and the media buying functions.

Most important of all someone should think about how a film is to be advertised at around the time the cash is raised for the project not the week before it is booked in at local cinema. Advertising is not going to make good all the faults in the film industry but there is no reason why amateurish, me-too, advertising should compound those faults.



The next film Lewis is involved with, Willie Wonka, a children's offering from Paramount, also gets a distinctive marketing approach. It opens, of course, just before Christmas throughout the country but is only playing matinees. In addition there will be a mailing shot into schools and a promotion on the back of Quaker Oats packs.

It is easy to be critical of film advertising and until recently the film industry deserved the abuse. The moguls rarely considered advertising to be very important in selling a film: it basically entailed getting the bare details in local newspapers. And often the agencies involved were adept at giving reasons why film advertising was different and difficult. As Chris Moore of Rank puts it: "there are peculiarities about film advertising." There is often the question of time—you must create advertising very quickly. Then the choice of media is governed by where the film is showing—in the provinces there is really no alternative to local papers and posters. And even more important there are contractual credits which insist that the names of the producer and actors, etc., appear in a certain size type in relation to the film's title.

So this is no black and white issue; and anyway film advertising has improved in the last five years. Mike Hopkins of Down-ton Pultford Compton, the major agency in the field which works for Rank, Warner and United Artists, among others, points to the increasing sophistication in media planning. A film like Taking Off will now be advertised with distinctive copy in the Undercurrent press. American film companies, influenced by Paramount, are also more likely to adopt a distinctive approach for British advertising: at Walt Disney, for example, there is almost always a special campaign. And the traditional advertisement, aimed to appeal at every possible cinema-goer, is slowly disappearing—market segmentation is noticeable in film ads. There are even ways of getting round contractual agreements by obeying the instructions on type sizes and then overwhelming the copy with art work publicising the name of the film.

Where film advertising does need improvement is in the form of budgets. These are usually related to estimates of the film's earnings—a rather speculative figure. In the main budgets have declined in real terms in recent years, and now range from £15,000 for an average film going the rounds to £50,000 for a known money maker like Love Story and £100,000 for a long running road show like Half a Sixpence. Advertising can rarely save a bad film, but it can stimulate interest

Managing director of Aquarius, thinks "the general standard of film advertising is very bad and there is no reason why it should be better." But with his small agency he finches at the idea of taking on the media placing task involved in handling a film account. But there seems no reason why the old film should not be subcontracted out to creative hot shops. It would do both them and the film industry good since both would be proved right. Sometimes the advertising would succeed—just as frequently it will fail. For there is not much point in being sophisticated if the audience is bemused and irritated.

Accepted fetishes

The advertising history for Carnal Knowledge is an instructive current case history for this conclusion. The original ads were discreet, impressive, and in fact, American. Then they were changed to include the enthusiastic Press comment. But once the film had moved out of cosmopolitan London to parochial Portsmouth audiences slumped and discreet advertising was not enough. Ads with more "oomph" have now been created to get the message home. In the same way the advertising for Catch 22 had to be made more specific for this country. Obviously the tough period through which the film industry has passed has led to a welcome re-examination of accepted fetishes. Advertising is being

Mackintosh for Ambrose

BILL AMBROSE, advertising and trade relations director of Beedham Products, has been awarded the Mackintosh Medal for 1971 by the Advertising Association. It is the industry's highest award and the medal will be presented at next week's annual AA dinner.

One of the best known personalities in the industry, Ambrose has been a member of the Code of Advertising Practice committee since 1965 and on the AA's executive committee for the same period. He was chairman of JICTAR (the Joint Industry Committee for TV Advertising Research) from 1966 until this year and chairman of the National Advertising Benevolent Society appeals committee since 1967. And he has played a leading part in the affairs of the Incorporated Society of British Advertisers—to-day he is vice-chairman of the executive committee. As the AA citation says—the presentation of the medal "would be greeted with the warmest approbation and acclaim throughout the advertising industry."

● J. Sainsbury points out that the MSI Data Capture Device mentioned on this page last week, is only on test in one small self service store and no decision has been taken on its wider application.

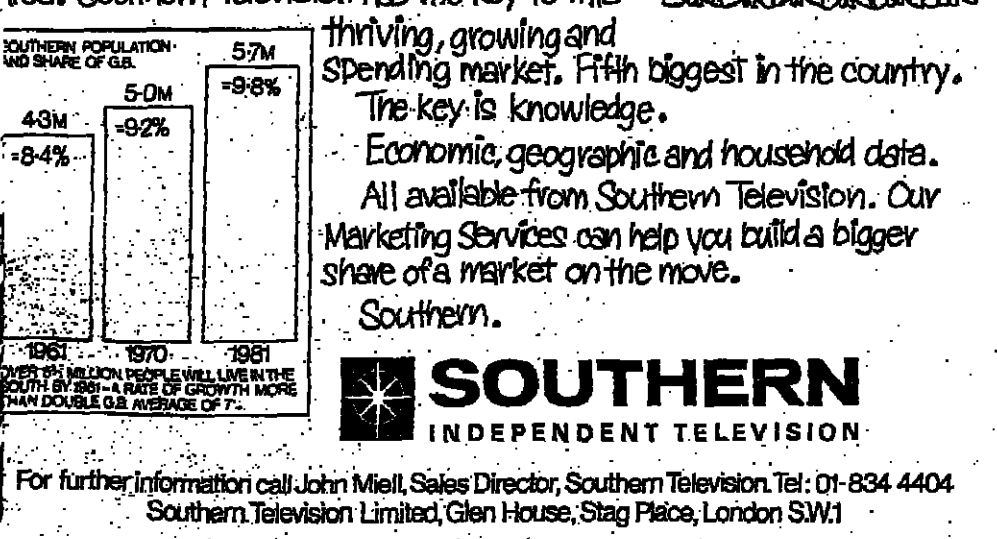
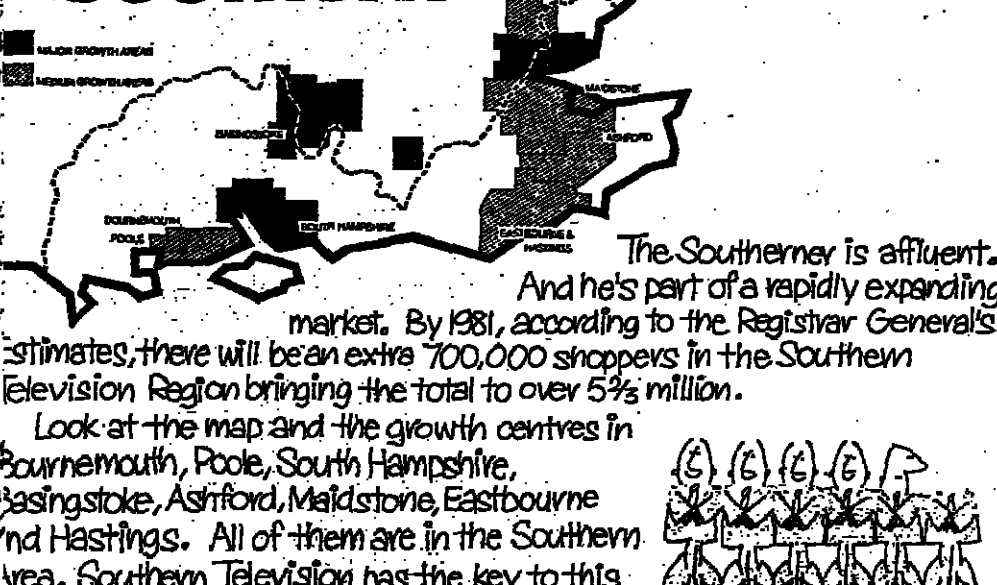
BKT
for the best in print
accounts



All types of print for Banking, Insurance, Finance, Shipping and Commercial companies.

BROWN KNIGHT & TRUSCOTT LTD.
Printers & Publishers
1-12 Bury Street, St. Mary Axe, London, EC3A 5AP. Tel: 01-628 5477.

It pays to invest with Southern



Agency News

- Another controlled-circulation magazine is on the stocks. It is called Spot On, the company behind it is called Spot On Publications and the initial backing comes from Purnell. The intention is that the magazine will be distributed door-to-door to 85m. owner-occupied homes by either Vernons or Marketforce or possibly both on a split basis. The first issue is scheduled for May and ad rates range from £1,560 for a page to £21,250 for the centre spread.
- Mace, the voluntary group of grocers with 4,600 stores, is moving its account to Batten Barton Durstine and Osborn from Benton and Bowles. Above-the-line it is estimated spending this year has approached £200,000.
- Wasey-Quadrant has been appointed by Slater Walker Insurance to launch two of its life policies—Guaranteed Security Bond and Ten Year Capital Builder.
- From January 1 Cridland and Partners will act for Wates, the building company. The move from Davidson Pearce Berry and Spottiswoode comes after a "long and successful association" and Jonathan Softly, Cridland account services director, who was at DPBS, will be in charge of the account.
- Following the announcement that the Royal Mint is to market proof sets of the last eight £sd coins the central London firm, has appointed J. Walter Thompson to the account.
- Martin Wynne-Williams is to "assist in the development of advertising and promotional policy" on a fee basis for the Lewis's group of stores—which includes Selfridges—but with particular reference to the reopening of the newly-converted Birmingham store.

The Visible Product

If you are the Marketing Director or the Marketing Controller responsible for any nationally advertised brand please write to the address below for your free copy of 'The Visible Product'.

John Harding
Mitchell Murray Phelan
140 Wardour St., W1V 4AQ

JOIN THE £2,000M. EDUCATION MARKET

401 news items for you to turn into hot sales leads in
EDUCATION MARKET NEWSLETTER No. 1
Details from
Councils & Education Press Ltd.,
10 Queen Anne Street
London W1W 4LD (01-580 8197)

Put it in writing

Your prospects cannot turn back and refer to your television advertising message.

If you show a 30-second commercial, that's the entire life of your advertisement, and if you give viewers a second chance to look at it, that will nearly double your costs.

An advertisement in the Daily Mirror can be pondered over as long as the reader wants. He can turn back to the page and look at it again or keep it for reference. And this additional exposure won't cost an extra penny.

You might also find it a good idea to include a coupon. That's something else you can't do in a TV commercial.

So, as well as putting your message over on the box, put it in writing.

In the Daily Mirror, the daily with the biggest circulation by far and a total of 13,925,000 readers. Don't leave it to television to do the whole job.

DAILY Mirror

There can only be one leader

Full facts about the Daily Mirror's advertising and circulation figures are available on request. Source NRS Jul. 1970-Jun. 1971.

THURSDAY NOVEMBER 4 1971

Shrinkage

The overall rise in charges will be 5 per cent. in line with the Confederation of British Industry pledge. Over the next six years staff will be cut by 25,000, mainly through natural wastage. Deliveries in residential and rural areas will be reduced to one a day; there will be no more parcels deliveries on Saturdays; and last collections will in some cases be earlier. Many of these proposals are not in themselves unreasonable, although it cannot be denied that the package, taken as a whole, smacks of a shrinkage of the public service spirit that has hitherto been associated with the Post Office.

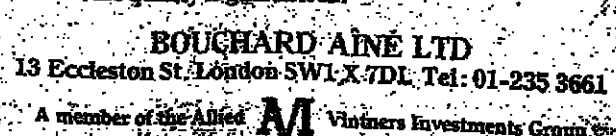
It is not hard to find the reasoning behind these proposals. The collection and delivery of letters is a service industry. There is some room for mechanisation, but a great deal of the work must be done by people, and labour costs are high. The financial target set for the letters and parcels division of the Post Office is not much above the break-even point (it is actually 2 per cent.), yet it has not been reached during the past three years. On

of it will be financed from the Post Office's own resources. Any transfer from the telecommunications profit to cover the postal loss would upset this principle.

Paradoxically, the present strategy works the other way around. One reason why the use of letters declines (or fails to increase at earlier rates) in industrial countries is that more people use telephones. This pattern will be emphasised here if the attraction of the letter post is diminished by reducing the service; the effect can only be to drive more people towards use of the telephone. This is not in itself a bad thing, but those who are so anxious to achieve short-term efficiency and cost-effectiveness at the Post Office should first ensure that the telephone system itself is likely to be enlarged and improved to a sufficient extent to meet the new demands—and at a reasonable price. The public interest as a whole would not best be served by reducing the loss on postal services at the cost of so overloading the telephone system that it became seriously inefficient for a number of years while the engineers attempted to catch up.

For if such employees could be discouraged from pressing for high money settlements, when what they mainly want is protection against a fall in living standards, they would be less likely to act as the pace-setters in the annual wage round, as they have done in the last couple of years—when, pathetically, they have helped set up the wage/price spiral from which their own members have been the chief sufferers.

Observer



هكذا من الأهل

هنا من الأخبار

Heathrow—a textbook wrangle

JOE ROGALY examines the ground handling dispute at Heathrow airport, and offers a case-study of what is wrong with labour relations in Britain to-day

YONE who wishes to study the nature of industrial relations in Britain to-day should note the details of the argument at Heathrow airport. It is all there, wrapped up in one case-study, a classic that will surely be the subject matter of the textbooks.

Not only everything that needs to be known could in fact be learned from the record of the meeting: the one that took place on Heathrow footbridge between 11 and 12 October yesterday morning.

The field is an awkward drive from the airport, down Feltham road. From early morning the workers began to make their way there by bus, some on foot, some by car. The scene, as it unfolded, was a chaotic jam of endless vehicles.

As the vehicles streamed across the bridge, the men were obviously in a state of high tension. Some were wearing jackets or distinctive uniforms. There was a sense of the ending of smart air girls, a sense of the platform everything was complete with public relations system.

hanting

From the beginning there was a sense of the end of the world. In charge, Mr. Iain Stuart, chairman of the joint shop stewards committee, stood in crisp autumn sunshine, in hand, and asked the unions who was about to there it was. By the grace

of the business is done by nationalised industries.

There was so much trouble about this that last year the Department of Employment set up an official inquiry. It reported that no jobs were at risk as a result of the work of GAS: the essential reason for this was that the work of the airport is expanding so quickly that redundancy is simply not an issue.

Mr. Young began by rejecting that report. There had not been the growth then promised, he said, and redundancy was now on everyone's lips. The inquiry, he said, "is a dead duck." He also agreed that a prime objective of the trade unions—the official ones, that is—should be to get the company removed from the airport.

For these sentiments he was rewarded with cheers. But then he started to argue the case more closely, and his reception was a frigid silence. He pointed out that although the quarrel over GAS was with the British Airports Authority (as the landlord of Heathrow), the companies that are actually suffering as a result of the stoppage of work are BEA and BOAC, and other airlines, none of which are directly involved.

"The British Airports Authority," he said, "is prepared to fight to the last drop of the blood of BEA."

And why? Because, Mr. Young said, the BAA had to maintain its principle of fighting what it believed were Reds under the bed. Yet it had to be recognised that the dispute could be a very bloody one, long-lasting and damaging and without a guarantee of victory at the end of it.

"That," said a voice that carried across from the centre of the crowd, "is what they said about the Second World War."

Bravely Mr. Young pressed on, his head framed, it seemed, by the outstanding sideburns sported by Mr. Stuart. He explained the compromise that had been worked out in long night hours with the employers. Job security would be guaranteed, he said—and that was no small thing at a time when we were on the way to a million unemployed.

Safeguards

What was more, there would be safeguards against men being transferred from one employer to another. As for GAS, it would be restrained from taking any new contracts for the next three months while talks continued—and the trade unions would fight their hardest to see that when the company's present contract runs out it would not be renewed. "Let us have," he pleaded, "an intelligent discussion and an intelligent decision at the end of it."

An observer of the proceedings was Mr. John Cousins, national secretary of the Civil Air Transport section of the Transport and General Workers' Union. I did not see him make any perceptible contribution to what was happening.

Mr. Stuart then presented the meeting with a Labour MP, Mr. Russell Kerr. He spoke, he said, for himself and other local Labour MPs. They would do whatever the meeting asked to help them. They had been pre-occupied with meetings with Mr. Mason, chairman of the British Airports Authority, last week and had found him... well, Mr. Kerr was so rude about Mr. Mason that it would do neither man any good to report exactly what was said. Joyous cheers from the assembly.

And then Mr. Stuart offered up a member of his own committee—one Bill Benson—to put the shop stewards' case. They thought the official brothers had been most energetic in their labours, and had done their best. They too wanted to be reasonable. They wanted to compromise. But the BAA had been unbending.

There had been the private police, and the dogs, and "two letters and a telegram trying to intimidate me from speaking to-day." (Six members of the unofficial committee were the subject of Court injunctions ordered on Tuesday night, although it appears that at least some of these had not been personally delivered by the time of yesterday's meeting.)

"We must see some change of opinion on the part of BAA," said Mr. Benson. "It would be wrong to go back to work without it." The compromise offered was that for the next three months, while talks continued, the GAS contract with Iberia should be suspended and some other airline—could do the work instead. "It does not have to be KLM (which did the job until October 31) if that would seem like too much of a victory for us. Any airline would do."

Mr. Stuart called for a show of hands, and there is no doubt that the men stay out while this compromise was sought—was passed by an overwhelming majority. They meet again at 10.30 this morning to hear what



Part of the huge crowd of airport workers at yesterday's Heathrow Air Park meeting.

Emotions

Some time ago, I understand, the point in a serious, official way, it was proposed that the bargaining machinery at the airport be refashioned so that must first await the outcome of this morning's meeting. But whatever happens—whether the men now go back to work or whether there is a protracted struggle—the best way to improve labour relations, permanently, at the airport is to take the time-honoured route of a public commission of inquiry towards a new set-up that recognises the realities of power as the Donovan Report first made it exists to-day.

Labour News

New blow for TUC

R Act policy

ALEX HENDRY, LABOUR REPORTER

TUC's hard line on non-unionisation with the Industrial Relations Act took another blow yesterday when the General and Municipal Workers' Union decided to come off the register of trade unions.

Lord Cooper said yesterday: "If the registrar wants to interfere with our rules—which we regard as sacrosanct—we will de-register."

He also said he did not see that refusing to be registered was an integral part of the TUC's policy. And he dismissed as undemocratic the TUC conference decision, by more than one million votes, that member unions should be instructed to take themselves off the new register.

Lord Cooper told delegates: "There is plenty of growing evidence throughout the Labour movement of the application of rigid discipline by the left wing of the movement on the right. I think it is a great danger to our movement and one we ought to stand up to."

A symbol

The document prepared for the delegates at yesterday's conference, argues, that although "deregistration" has become the symbol of the TUC's policy of non-cooperation with the Act it does not follow that by registering unions would defeat that policy.

It says the TUC has made no general commitment to support a union which finds itself in difficulties because it is not registered or deregistered, or, precisely, defer consideration until we know better how it affects our union rules.

So far only one union, the National Union of Seamen, has been called in to explain to the TUC's general council why it is defying TUC policy. A further 17 have been asked to meet the committee later this month.

Air France orders first six A-300B airbuses

BY ROBERT MAUTHNER

AIR FRANCE, the French State-owned airline, to-day announced that it had ordered six A300B airbuses, the medium-haul Franco-German-Dutch airliner in the construction of which Hawker Siddeley of the U.K. is participating in a private capacity.

Air France, which has also taken an option on another ten aircraft of the same type, is the first airline to have placed firm orders for the airbus. The order, which is worth some Frs.400m. (nearly £30m.) represents about 8 per cent of Air France's total commitments for the period 1970-1975.

Three of the aircraft are due to be delivered in 1974 and the remaining three in 1975.

Speculation

The decision to order the aircraft, taken by the Air France Board to-day, puts an end to speculation that the company was hesitating between the airbus and an expansion of its 20-strong fleet of Boeing 727-200s, sparked off by a communique issued by the Communist-led CGT. France's most powerful trade union, last week.

Although Government backing for the airbus made it most unlikely that the company would go back on its letter of intention which it had sent to the design leaders, Aerospatiale, as long ago as September last year, its final decision became more uncertain following reports that West Germany was thinking of backing out of the project.

Indeed, Lufthansa, the West German airline, has still not made up its mind whether to order the aircraft and is not expected to take a final decision until next year.

In addition, Air France has clearly had some difficulties in tailoring its budget to the purchase of the airbus as well as the Anglo-French supersonic airliner "Concorde" the Boeing Jumbos and the twin-jet short-haul "Mercury" manufactured by the French group Breguet-Dassault.

According to M. Henri Ziegler, chairman of Aerospatiale, the world's airlines will require some 1,200 aircraft of the airbus type during the 10-year period 1972-1983 and the market for the Franco-German-Dutch airbus, the price of which is said to be about Frs.65m., could be as big as one quarter of the total.

If these forecasts are correct, Aerospatiale and its principal partner, Deutsche Airbus, can expect to sell a total of some 300 to 400 aircraft which, with spare parts, will be worth about Frs.50,000m.

COMPANY TRYING TO FORCE STRIKE—UNION LEADERS

A Basingstoke company was accused by union leaders yesterday of trying to force 1,500 employees out on strike.

The claim was made following the decision by Lansing Bagnall to lay-off 40 workers on Tuesday night, 30 yesterday and more later on.

The men want a pay rise of 10.6p an hour and the management has made a "final" offer of 6.2p.

Herbert Group's new plant buying scheme

A PLANT purchasing facility recently introduced by Herbert Associates (Alfred Herbert Group) will be made on payment in conjunction with North West Securities is expected to ease the financial strain on manufacturers modernising or expanding their injection-moulding or diecasting plant.

Stock models of injection-moulding and diecasting machines manufactured by Herbert Associates can now be obtained on interest-free hire-purchase terms over a period of 12 months. De-lease will be made on payment of the first of the 12 equal instalments.

It is anticipated that smaller concerns which seek business opportunities but lack the financial resources for conventional purchase will initially seek to use the new facility, although the benefits are obvious for the largest organisations.

BCL introduce the Molecular Computer System

MOLECULAR 18 -the most exciting computer ever

BCL have done it again. Firmly established as leaders in the field with the famous Sadie/Susie range of Visible Record Computers we now introduce the Molecular 18... basically an 18-bit word central processing unit with completely comprehensive performance potential, enabling you to produce exactly the computer application you require. Its capability goes far beyond the merely one

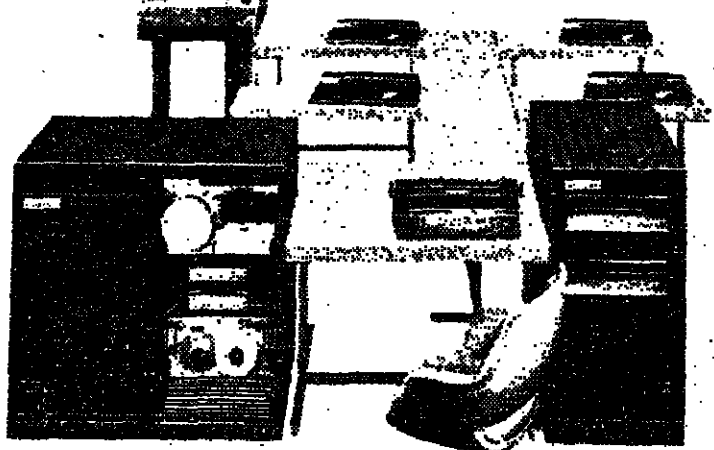
dimensional program expansion. You can select from the entire range of peripherals—input/output terminals; tape and punched card readers and punches; CRT displays; line and serial printers; magnetic stripe ledger card readers and so on. Varying combinations of peripherals give you different computer structures, similar to building a chemical molecular structure—that's why we call it the Molecular Computer System. And it offers you millions of characters of fast on-line storage and print-out speeds.

It's a new angle on computers... your angle. We found that the ideal computer specification varies with almost every situation—so we've produced a computer system to match.

Money Wise

Certainly computers can be expensive, even small computers. But that's where the Molecular System really scores. Because of the dimensional flexibility, you purchase hardware and software only as and when you require it. When you expand so can the Molecular 18... no idle potential. Our prices include systems analysis, programming, staff training and support... it's what accountants dream about.

Interested? Then please give us an opportunity to prove our enthusiasm is entirely justified.



Post this coupon now. I am interested. Send me further details about the Molecular Computer System.

NAME _____

COMPANY _____

ADDRESS _____

Business Computers Limited

The Big Name in Small Computers

180 Tottenham Court Road, London, W1P 0HY 01-580 8361

BRANCHES AT: BIRMINGHAM · BRISTOL · CROYDON · DUBLIN · EDINBURGH · GLASGOW · ILFORD · LEEDS · LEICESTER · LIVERPOOL · LONDON (WEST END & CITY) · LUTON · MANCHESTER · NEWCASTLE · SOUTHAMPTON · WIMBORNE

Nationwide After-Sales Service

New moves to avert 11-out toolroom strike

PETER CARTWRIGHT, MIDLANDS CORRESPONDENT

COVENTRY, Nov. 3.

ENT new moves were made to-day to try to avoid a city-wide all-out strike by more than 1,500 engineering workers fighting to reinstate a 30-year-old toolroom agreement, which their employers are determined to be by individual plant management.

The employers made concessions on an original basis which the engineering had rejected outright, the proposals have still to be put to a recommendation for an all-out strike at a meeting last night.

Whether the new formula shed out in day-long talks by the Engineering Employers' Association and the committee of the engineering union will satisfy the test: this will be done first meeting to-morrow of toolroom workers who will then put the matter to members at their plant meetings. Their decisions will be

Saleroom Art nouveau price peak

AT SOTHEBY'S, Belgravia, yesterday in a sale of decorative arts (1880-1935) which realised £42,035, a gilt-bronze bust of a young woman made by Alphonse Meunier, went to Bligh for £11,000, a record for a piece of art nouveau.

Best Products paid £6,500 for a Tiffany Studios "wistaria" lamp. A marquetry de verre vase by Emile Gallé, 1900, went to Lesclapart for £3,300, a record for Gallé glass.

Rubens to Marin, each lot for £700.

sale of Old Master paintings realised £42,010. Knowles gave £1,100 for a view of the Piazzetta di San Marco, Venice, after Canaletto, and Cohen £1,050 for a school of Zurbaran St. Francis. A still life of fruit and flowers attributed to G. P. Verbruggen went to H. Sabin for £220, a pair of river landscapes, morning and evening, after Joseph Vernet, to G. and C. for £100, and a Coligny attributed to Sir P. P. Rubens to Marin, each lot for £700.

COMPANY NEWS + COMMENT

Whessoe recovering—interims resumed

GOOD PROGRESS has been made by Whessoe in the half year to September 25, 1971, with a profit of £54,000 exceeding the whole of last year's by £12,000.

And chairman Lord Erroll expects this progress to continue, resulting in a return to a year's profit "which we believe will be regarded as representing a satisfactory rate of recovery."

Interim dividends are resumed with a 2½ per cent. declaration; this, in effect, is half of last year's single total. The 1969-70 profit was made up of a first half loss of £14,000, and a second half profit of £54,000.

INDEX TO COMPANY HIGHLIGHTS

Company	Page	Col.	Company	Page	Col.
Aerialite	26	7	Mersey Docks	28	3
Aeronautical & Gen.	24	4	N.S. Footwear	28	3
Aiton (U.K.)	28	1	Provincial Insurance	26	2
Ashbourne Invest.	24	4	Readicut Int'l.	26	6
Avonmouth, Engng.	24	2	Reynolds (W. I.)	26	5
Ayrshire Metal	24	6	Safeguard Industrial	24	2
Chloride Electrical	26	1	Sanderson Kayser	24	3
Chrysler (U.K.)	28	1	Scotia Invest.	24	7
Cranes Screw	24	8	Smart (J.)	24	4
Dares Estates	24	5	Trust Union	26	3
Estates & General	24	5	Tunnel Cement	24	6
Executax Clothes	26	8	Ward (Thos. W.)	24	4
Hunt & Moscrop	26	3	Whessoe	24	1
Meat Traders	28	4	Wingate	26	1

formance looks well up to expectations, and rumbling bank interest is a comforting feature. The forecast seems to imply something usefully over £1m. pre-tax, which is quite enough for a market capitalisation of £5m. at 70p.

Safeguard Industrial 15% again

A FINAL dividend maintained at 10 per cent by Safeguard Industrial Investments holds the total at 15 per cent for the year ended September 30, 1971.

Net revenue is higher at £202,979 compared with £192,750, after tax £134,185 (£135,730). Cost of dividends is £202,125 (£193,575).

Break-up value at the year-end, taking quoted investments at market value and unquoted at book value and deducting the par value of the debenture stock, but dependent on the outcome of a number of outstanding claims currently under negotiation.

The problem of liquidity has now been largely overcome. Short term borrowings have been reduced and the company is responding lower charge for interest.

Avonmouth confidence in future

BRISTOL-BASED Avonmouth Engineering Group, structural and mechanical engineers and industrial builders, made a £110,369 pre-tax profit for the year ended July 31, 1971, against £254,440 the previous year and a forecast of "in excess of £100,000."

The forecast 9 per cent. final dividend, down from 12 per cent, makes a total of 15 per cent, compared with 20 per cent.

The directors made the forecasts at the half-way stage in April when pre-tax profit was down from £130,186 to £2,128. They now say the contract "which so adversely affected the interim results is behind us."

All divisions are now trading profitably, the management has been strengthened and they are confident of the long-term future.

Taxation took £26,370 (£114,939) leaving a net profit down to £74,099 from £130,501. Gross amount absorbed by dividend was

£78,115 against £100,000. Waivers to be applied were £14,138 compared with £18,312.

comment

Apparently about £100,000 of Avonmouth Engineering's expected £144,000 pre-tax fall in 1970-71 is accounted for by the troublesome Angles contract. But with acquisitions chipping in £40,000 and the industrial building side doing slightly better the structural and mechanical engineering division slipped by about £80,000, or roughly a half, because of the familiar cost inflation difficulties. The company now claims to have adjusted to this problem and, with order books buoyant all-round a significant recovery is expected in the current year. But the market has already anticipated some of this improvement at 56p with a historic p/e of 15.3 though a full recovery would drop the prospective rating to only 7½.

Sanderson Kayser to hold 18½%

THE BOARD of steel manufacturers Sanderson Kayser says it is now clear that results for 1971 cannot match the record figures achieved during 1970.

An interim maintained at 8 per cent is declared and it is anticipated that a final dividend of 12½ per cent. will be recommended to hold the total at 18½ per cent. First half pre-tax profit has fallen from £380,000 to £292,000. Tax takes £118,628 (£163,000) leaving a net profit of £173,372 compared with £223,000. For all of 1970, there was a group pre-tax profit of £719,083.

comment

Considering that Sanderson Kayser reported that sales were maintained in the first five months of 1971, the 25 per cent drop in first half pre-tax profits implies a hefty squeeze in margins. Since the end of the first quarter, market demand for steel, and the national steel production figures (of relevant lines to Sanderson's) have fallen between 16 and 27 per cent in the first half. Recovery in the industry is not thought likely until early 1972, and if the

J. Smart makes and pays more

Beating both profit and dividend targets J. Smart and Co. (Contractors) reports profit up from £385,322 to £428,036, and the dividend raised 3½ per cent to 37½ per cent with a final of 24½ per cent.

At half way the directors forecast profits of at least £405,000 and a total dividend of 31 per cent.

comment

J. Smart has done well to lift 1970-71 pre-tax profits by 11 per cent on improved margins in what was a difficult period for the construction industry in Scotland. Turnover was down by about 15 per cent, though some of this may reflect greater discrimination in tendering for contracts. Local authority work which represents the bulk of Smart's housebuilding activities has been depressed in Scotland for some time but the group is now trying to combat this by expanding its private estate development side. However, until housebuilding in Scotland shows signs of catching the boom currently evident elsewhere in the U.K. the p/e of about 8 at 42p may face limited scope for a re-rating.

comment

With market conditions more in its favour Estates and General Investments looks set for a sizeable slice of recovery in 1971. First half profits are 13 per cent, to the good but owing to the provision made at the end of 1970 for a drop in the value of investments, the increase at the year end should be significantly higher. The bulk of the profits came from its holding in Eagl, aided by a buoyant gilt market, while on the manufacturing side a small first half loss should more than be made good in the second. Taking a line through the estimated nine month results and allowing for the fact that Eagl's main investment, Unitholders' Provident Assurance, makes the lion's share of its profits towards the latter part of the year a figure of at least £445,000 pre-tax looks on for 1971. This would put the shares at 33p on a p/e of 12.4 which seems fair given the erratic profits record.

Ashbourne looks for recovery

Subject to no unforeseen circumstances, the Board of Ashbourne Investments is confident of a recovery in 1971. The 1970 figures have been adjusted where necessary so as to be on as nearly as possible, a comparable basis. The company continues to prosper the directors add.

With market conditions more in its favour Estates and General Investments looks set for a sizeable slice of recovery in 1971. First half profits are 13 per cent, to the good but owing to the provision made at the end of 1970 for a drop in the value of investments, the increase at the year end should be significantly higher. The bulk of the profits came from its holding in Eagl, aided by a buoyant gilt market, while on the manufacturing side a small first half loss should more than be made good in the second. Taking a line through the estimated nine month results and allowing for the fact that Eagl's main investment, Unitholders' Provident Assurance, makes the lion's share of its profits towards the latter part of the year a figure of at least £445,000 pre-tax looks on for 1971. This would put the shares at 33p on a p/e of 12.4 which seems fair given the erratic profits record.

Statement Page 31

No payment by Dares Estates Aeronautical & General losses

From increased sales of £1,940,071, against £1,483,293, for the year to March 31, 1971, Aeronautical and General Instruments incurred a group loss of £222,483, against a net profit of £55,301.

No dividend is recommended, against the 1½ per cent in 1969-1970. For the first half, there was a loss of £58,809 (£20,769). The year's loss after provision for reduction of assessed value of work in progress £119,754 (increase £49,933), severance and redundancy payments £15,682 (nil), interest £22,406 (£18,796) and tax nil (£10,200).

"Stringent" measures have

DIVIDENDS ANNOUNCED

Company	Current payment	Date of payment	Corr. Total for year	Total last year
Aero & Gen. Instruments	Nil	—	11½	11½
Amal Tin Nigeria	7½	Dec. 17	—	7½
Avonmouth Engineering	9	—	12	15
Ayrshire Metal	34	Dec. 13	7	—
Bandanga	—	—	23½p	35p
Cedar Investment	—	Dec. 15	23½p	35p
Chloride Electric	—	Dec. 31	5	10
Cranes Screw	74	Dec. 4	5	10
Estates and General	3	Jan. 7	3	(c)
Graig Shipping	—	Dec. 13	7½	—
W. R. Jacob	7	—	—	—
Kulim	—	Dec. 31	8	(d)
Lidstone	20	—	10	20
MacLachlan Group	2	Nov. 26	3	—
NS Footwear	15	Dec. 10	15	25
Provincial Insurance	15p	Nov. 22	5p	11.67p
Readicut	10	Dec. 16	9	—
Safeguard Industrial	10	Dec. 15	10	15
St. Piran	24	Dec. 17	5	—
Sanderson Kayser	10	Dec. 8	6	(c)
Scotia Investments	24	Dec. 15	10	—
J. Smart	24½	Dec. 17	22	32½
Taylor Palister	5	Dec. 15	5	—
Whessoe	24	—	nil	—

* Equivalent after allowing for scrip issue. † Amount per share. (a) Tax free. (b) On capital increased by rights and/or acquisition issues. (c) Maintained total anticipated. (d) Final of 10 per cent. proposed, payable in July 1972, on capital to be raised by one-for-three scrip.

been taken to restore the financial position, which should show a marked improvement in the current year, the directors say. The losses were primarily due to severe technical problems which held up a major section of production. Redesign and further development became necessary under contracts where prices were fixed several years ago. The Board considers that further technical setbacks are now unlikely.

Estates & General ahead

Estates and General Investments is holding the interim dividend at 3 per cent for 1971 and the Board intends at present to maintain the final at 7 per cent.

Group pre-tax profit for the first six months was £174,778 (against £153,905). The company continues to prosper and provisional figures for the nine months to September 30, 1971 show a profit of £383,928, directors report.

Half-year 1971 1970

Profit	174,778	153,905
Estimated tax	77,132	83,599
Net profit	97,646	70,306
Preference dividend	6,213	6,212
Available Ordinary	6,213	6,212

Eagl Trust Company has become a subsidiary and its profit has been consolidated at June 30, 1971. The 1970 figures have been adjusted where necessary so as to be on as nearly as possible, a comparable basis.

The company continues to prosper the directors add.

With market conditions more in its favour Estates and General Investments looks set for a sizeable slice of recovery in 1971. First half profits are 13 per cent, to the good but owing to the provision made at the end of 1970 for a drop in the value of investments, the increase at the year end should be significantly higher. The bulk of the profits came from its holding in Eagl, aided by a buoyant gilt market, while on the manufacturing side a small first half loss should more than be made good in the second. Taking a line through the estimated nine month results and allowing for the fact that Eagl's main investment, Unitholders' Provident Assurance, makes the lion's share of its profits towards the latter part of the year a figure of at least £445,000 pre-tax looks on for 1971. This would put the shares at 33p on a p/e of 12.4 which seems fair given the erratic profits record.

Statement Page 31

SODITIC S.A.

Société de Diffusion de Titres et de Crédit

a financial institution specialising in short and medium term financing, and in the discounting without recourse of export bills

Management: M. M. DWEEK E. A. ZILKHA D. A. ZILKHA J. NAEF F. AFFOLTER

Shareholders: BANCA COMMERCIALE ITALIANA HOLDING S.A., LUXEMBOURG BANQUE DE PARIS ET DES PAYS-BAS (SUISSE) S.A., GENEVA

84, RUE DU RHÔNE, 1204 GENEVA, SWITZERLAND TEL (022) 25 93 38 TELEX 27675

Midway growth for Scotia

BEARING out earlier views regarding a good start to 1971, Scotia Investments reports first half profits up from £134,000 to £146,000, after substantially increased loan interest.

The directors consider the rise is satisfactory. It reflects an increased contribution by each major division, following the traction of the "discotheque" activity. The interim dividend is held at 10 per cent. Previous total was 45 per cent.

First-half Year 1971 1970

Trading profit	274	212
Loan stock interest	128	78
Profit before tax	402	290
Taxation	58	39
Net profit	344	251

* At per cent. loan stock interest from February 1971 is 18 per cent from June 2, 1970.

The outlook is encouraging; continued overall growth is anticipated and steps are being taken to further expansion.

Bingo is progressing strongly; pleasure parks are being substantially reorganised and a firm operating basis has now been created. Holidays have had major bookings; the film division's products are being generally well received and a distribution investment in N. America is promising.

The casino gaming venture appears to have overcome the usual opening difficulties although some work has still to be carried out.

comment

Although Scotia's first-half appears to contribute only a small proportion of the year's profits, the 29 per cent jump in interim trading profits suggests that the 1970 advance was no flash in the pan. Then trading

profits nearly trebled in spite of problems (since cured) and profit shortfall in pleasure park. All the divisions contributed to the current advance and the organisation of the parks and discotheque operations appears to have been a success. Projects in the current advance for the 12 months suggests fully diluted 144p a share (against a diluted 12p in 1970) which, on the p/e from a historic 12, allows some discount for market's prejudice against leisure-orientated groups. Shares still look attractive at rising from 90p two months ago on bid rumours.

Crane's Screw holds 10%

Against a forecast of £200,000 gross profit before tax of Crane's Screw (Holdings), earnings of £94,006 for the year ended July 1971, compared with the previous year's figure of £45,628.

A final dividend raised 5 per cent to 7½ per cent, the total at 10 per cent.

Profit Taxation

Profit	94,006
Taxation	23,392
Profit after tax	70,614
Ordinary	23,392
Dividend	23,392

Profits of the previous year were after deducting the before tax of the subsidiary subsequent to the year ended July 1970 (£44,889), and provision had been made for all losses incurred by the subsidiary subsequent to July 31, 1970, (£15,936).

WORLD BANK BONDS

The KD300 (equivalent U.S.\$300m.) 10 years 7½ per cent Kuwait Dinar Bonds of 1971, to be repaid 1978-81 of the International Bank for Reconstruction and Development have all been subscribed. The issue was managed and underwritten by Kuwait Investment Company.

RAMPAC

Arrangements have been completed for the issue by RAMPAC and Mortgage Investors of Pacific of 1.25m. shares of \$1.00 each, convertible into debentures due 1991. The shares will be offered in units comprising of five shares and \$100 of debentures per unit. White Weld and Dean Witter and Co. are the underwriting group.

ILLINOIS POWER CO.

The 600,000 shares of Common stock (without par value) in Illinois Power Company have all been sold. The underwriting group was headed by The First Boston Finance Corporation and Merrill Lynch Pierce Fenner and Smith.

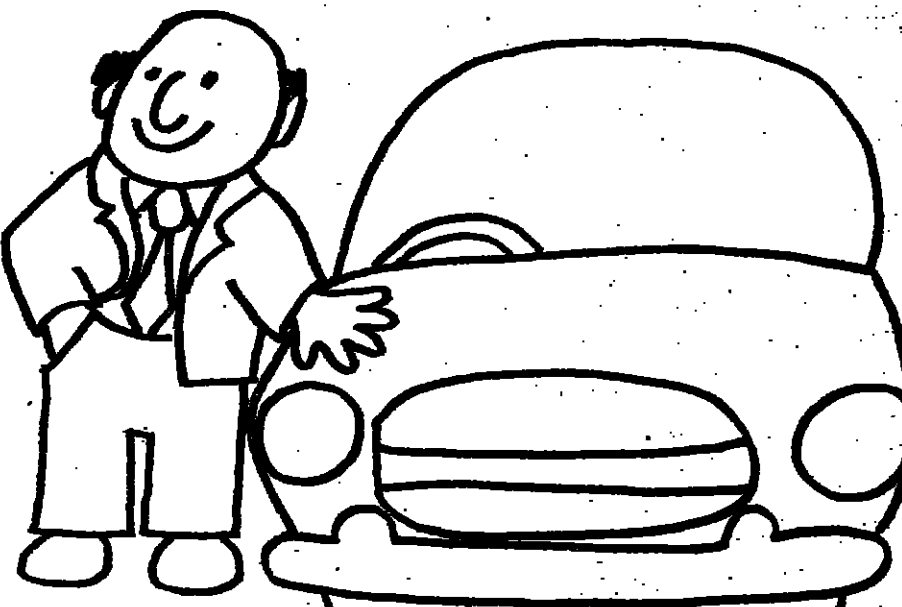
LONDON HOUSING & COMMERCIAL

The previously foreshadowed scrip issue by London Housing and Commercial Holdings is on the basis of one-for-one. The new Ordinary 20p shares will be allotted to members registered on November 24.

ORME DEVELOPMENTS

Sandelson and Co. have completed underwriting arrangements for an offer for sale of 3,225,000 Ordinary 20p shares in Orme Developments. Full particulars will be published on Wednesday. Quotations Page 23

The car.



If we run it.

You choose it.
You pay for fuel.
You arrange insurance.
You pay a fixed rental.

If you run it.

You choose it.
You pay for fuel.
You arrange insurance.
You write off a lot of capital.
Or pay H.P. interest.
You worry about depreciation.
You have road tax to remember and pay for.
You have servicing to pay for.
You have unexpected expenses (spares and repairs).
You need replacement vehicles.
Or you have people off the road.
You have forward budgeting problems.
You have a lot of paperwork.
You need administrative staff.
You have the problem of used car disposal.

Ring Derek Smith.

GODFREY DAVIS

Contract Hire Division.

Crown House, North Circular Road, London, N.W.10. Tel: 01-965 873.

"7 Million Guinness go down every day" — So you can understand that Guinness, as brewers of Britain's most popular beer, don't tackle any job without doing it properly.

When extending their power station in Dublin, they consulted British Engine. British Engine checked and approved drawings, and visited at least one hundred different manufacturers involved; checking and testing the incredible number of parts and assemblies that go to make up the modern power station; smoothing the progress of the job from drawing board to completion.

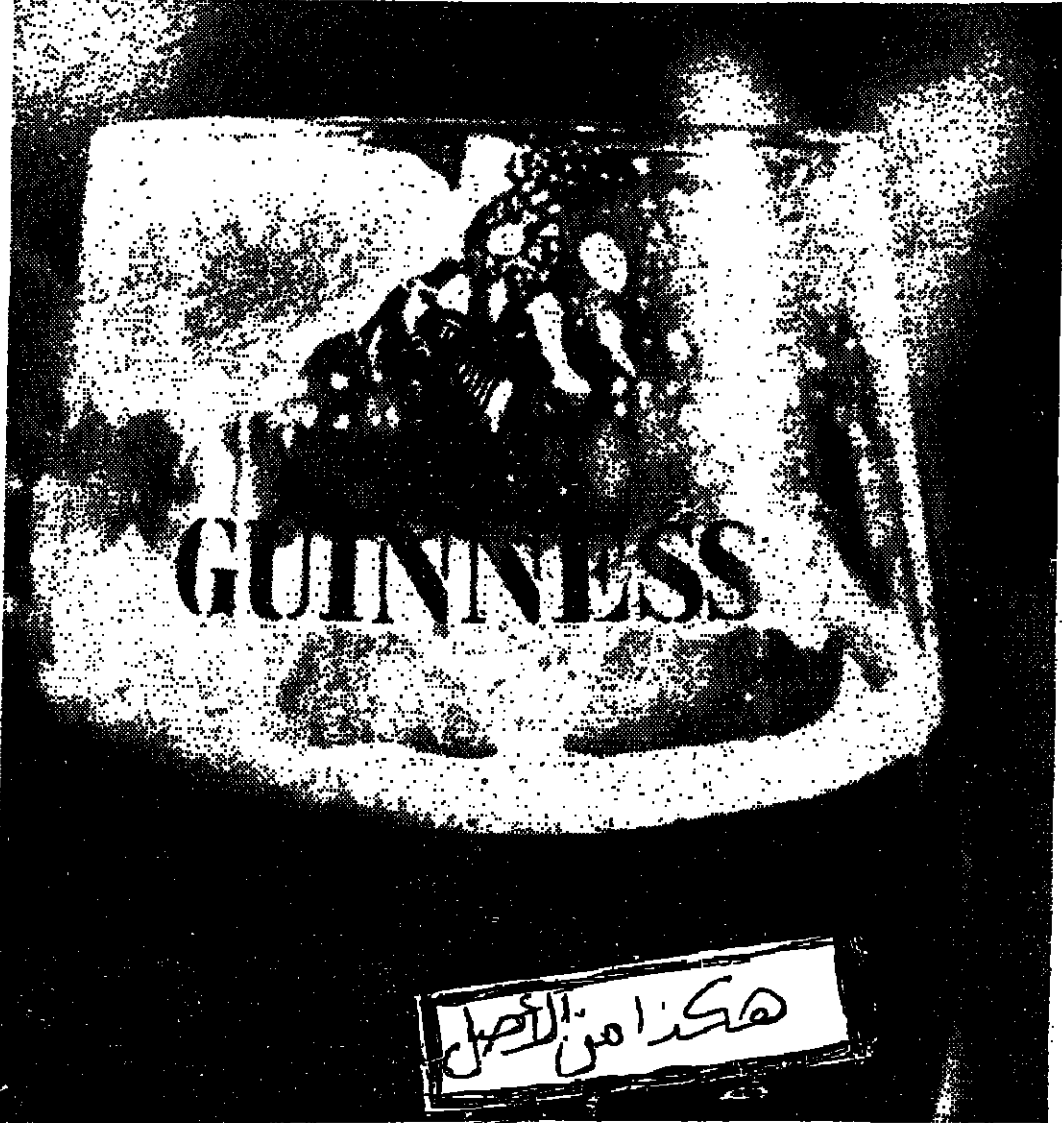
That's what British Engine Qualitest service is all about.

A field-force of over 500 qualified specialist engineer surveyors, backed by research and laboratory facilities. It covers all classes of engineering plant and materials and is available throughout the U.K. and Overseas.

When you call on British Engine Qualitest service to help on your next plant project... you'll be in very good company indeed.

British Engine
the Quality Inspection people
Engineering Inspection and Insurance Worldwide
Longridge House,
Manchester M60 4DT.
Tel: 061-832 8622 Telex: 667745

British Engine go down well with Guinness



MINING NEWS

Amal Tin gives a little comfort

BY KENNETH MARSTON

STILL one of the world's biggest producers of tin, Amalgamated Mines of Nigeria presses on anxiously through the hardships and problems of the aftermath of Nigeria's civil war. At yesterday's London meeting the chairman, Douglas Waring, had three grains of comfort for shareholders to slip them amidst one of the most turbulent of tin markets.

Firstly, he pointed out that the international tin buffer stock payment had increased. Liquid resources by some £200,000, at a time when the position was becoming more difficult. Secondly, this allowed the declaration of a dividend of 10p for the year to next March, payable on December 31. The dividend was registered on the 17th of this month. A final dividend was recommended for the year to next March, but the dividend of 10p was declared on the previous 12 months and was paid in June, 1971.

Thirdly, Sir Douglas said that though operating returns from Nigeria showed a loss for the year to next March, the company was expected to escalate considerably in the current year. Results for the past six months were in fact shown a marginal loss. A dividend of 10p was declared on the previous 12 months and was paid in June, 1971.

Mr. G. W. SIMMS. A dozen of the tin mining industry who will be remembered with great affection, Mr. G. W. Simms has died in Cornwall at the age of 84. He was born in 1912 to manage the Troonah South mine and stayed until the mid-1930s until he returned to the U.K. to take his place on the London Board of the group and other Malaysian companies.

George Simms devoted a life study to tin mining and the uses of the metal and did much to develop the industry in Malaysia. In more recent years he took an interest in the Cornish tin mining revival.

On his retirement, Mr. Simms was appointed president of Troonah Mines. He was instrumental in bringing about the relationship between the Troonah group and Charter Consolidated.

MINING TRIOS IN PROPERTY TALKS. Negotiations have started for a joint venture of the Consolidated Gold and Silver Mines, the Anglo-Siam Corporation, and the Anglo-Siam Corporation.

MINING NEWS IN BRIEF. UMWELSH INVESTMENT TRUST. Net asset value per share at November 3, 1971, 78p (78p at October 30, 1971).

BIDS AND DEALS

Ash and Lacy rejects bid from Expanded Metal

Shares in Ash and Lacy jumped 50p to 150p yesterday when Expanded Metal Company put in a £2.8m bid for the Midlands sheet metal group.

Land and House bid for Hales. Following an unsuccessful attempt to get an agreed offer off the ground, Land and House Property Corporation is bidding for the shares in Hales Properties, Birmingham property investment concern operating in the Midlands which went public in 1963.

Galliford Brindley expands. Galliford Brindley, the Midlands construction group, has acquired F. G. Skerritt (Holdings), a group of heating, ventilation and mechanical engineering concerns.

UTC "yes" to revised BET terms. British Electric Traction has revised its offer for the 82.1 per cent. of United Transport Company not already owned and in so doing has won the recommendation of the UTC Board.

SILENTNIGHT GETS PLASTOCRAFT. Silentnight Products (Darwen), Mr. T. Clarke, chairman, reported a trading loss of £30,463 for the year ended August 31, 1971.

VAUX BUYS MOTEL. Vaux and Associated Breweries is to acquire from Erskine Bridge Motel the licensed hotel premises known as and forming the Erskine Bridge Motel, Dumbarton Road, Dumfries, nr. Glasgow.

DICKWELLA. The Board of Dickwella (Holdings) announces that it has received clear intimation from the British Properties that they had now proposed to proceed with an offer for the company's shares.

DOWGATE STAKE IN DUNCAN WARD. Dowgate and General Investments has acquired a 49 per cent. interest in Duncan Ward and Co.

Table with 4 columns: Stock, Price, Change, and Volume. Includes sections for EQUITIES and FIXED INTEREST STOCKS.

Made to measure Merchant Banking

Guinness Mahon offers you the talents of a team with understanding of management and industrial problems. And a solution that is individually tailored to suit the circumstances.

So call in Guinness Mahon and have the solution made to measure.



You'll get on with Guinness Mahon

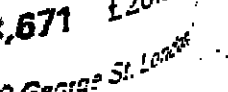
3 Gracechurch Street, London EC3V 6DP. Tel: 01-623 4611. 17 College Green, Dublin 2, Ireland. Tel: 772671. Genferstrasse 27, 8002 Zürich, Switzerland. Tel: 051.36 30 12.



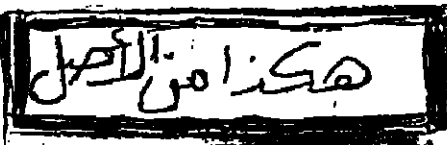
World trading patterns shifting dramatically... Let the Hongkong Bank Group give you the global view.

The days when world finance revolved around a few European capitals are over. In a world where Japan is the third largest industrial power, and where new investment opportunities are appearing daily in Asia and Africa, a global view is necessary.

THE HONGKONG BANK GROUP. 9 Gracechurch Street, London EC3V 6DP.



DALTON, BARTON & COMPANY LIMITED, MERCHANT BANKERS, HYDE PARK HOUSE, 60 KNIGHTSBRIDGE, LONDON, SW1 0JL 235 8866
and DALSCOT, 147 Buchanan Street, Glasgow G41 2J1 9772



All of these shares having been sold, this announcement appears as a matter of record only.

NEW ISSUE

600,000 Shares

Illinois Power Company

Common Stock
(Without Par Value)

The First Boston Corporation

Merrill Lynch, Pierce, Fenner & Smith
Incorporated

Blyth & Co., Inc.	Drexel Firestone Incorporated	duPont Glore Forgan Incorporated
Eastman Dillon, Union Securities & Co. Incorporated	Goldman, Sachs & Co.	Halsey, Stuart & Co. Inc.
Hornblower & Weeks-Hemphill, Noyes	Kidder, Peabody & Co. Incorporated	Lazard Frères & Co.
Lehman Brothers Incorporated	Loeb, Rhoades & Co.	Paine, Webber, Jackson & Curtis Incorporated
Salomon Brothers	Smith, Barney & Co. Incorporated	Stone & Webster Securities Corporation
Wertheim & Co.	White, Weld & Co.	Dean Witter & Co. Incorporated
E. F. Hutton & Company Inc.	Reynolds Securities Inc.	Shearson, Hamill & Co. Incorporated
A.B.N. Corporation	A. G. Becker & Co. Incorporated	Burnham and Company
CBWL-Hayden, Stone Inc.	The Daiwa Securities Co. America, Inc.	
EuroPartners Securities Corporation	Harris, Upham & Co. Incorporated	W. E. Hutton & Co.
F. S. Moseley & Co.	Nomura Securities International, Inc.	R. W. Pressprich & Co. Incorporated
L. F. Rothschild & Co.	Shields & Company Incorporated	F. S. Smithers & Co., Inc.
Thomson & McKinnon Auchincloss Inc.	Spencer Trask & Co. Incorporated	Tucker, Anthony & R. L. Day
G. H. Walker & Co. Incorporated	Walston & Co., Inc.	Wood, Struthers & Winthrop Inc.

All of these bonds have been subscribed. This announcement appears as a matter of record only.

INTERNATIONAL BANK

FOR

RECONSTRUCTION AND DEVELOPMENT

KD 30,000,000 (EQUIV. U.S. \$84,000,000)

10 YEARS

7½% KUWAITI DINAR BONDS OF 1971
TO BE REPAYED 1973-1981

INTEREST:

7½% P.A. PAYABLE EACH MAY 1 AND NOVEMBER 1

MANAGED AND UNDERWRITTEN BY:

KUWAIT INVESTMENT COMPANY (S.A.K.)

Galliford Brindley Limited

(MIDLAND BASED CONSTRUCTION GROUP)

At the Annual General Meeting held on 3rd November, 1971 the Chairman Mr. P. Thompson said:-

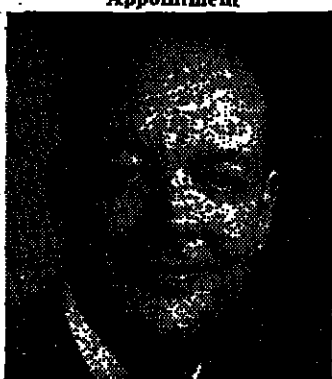
"My statement in the Annual Report drew attention to new profit records and increased dividends. A very good start has been made to the current year's trading."

"New acquisitions have been made this week that will add further to the strength and profits of the Group. Full details will be circulated to shareholders in due course."

"The financial resources of the Company continue to grow."

	TURNOVER £'000	PRE-TAX PROFITS £'000	DIVIDENDS PAID £'000	RETAINED PROFITS £'000	EARNINGS PER SHARE (ORD. & DEF.)
1968	5,910	317	86	72	66p
1969	7,890	310	89	68	64p
1970	8,882	429	101	130	93p
1971	8,448	483	111	199	125p

Royal Bank of Canada
Appointment



W. D. Henry

The Royal Bank of Canada announces the appointment of W. D. Henry as Regional Executive, United Kingdom and Scandinavia.

Mr. Henry, formerly assistant general manager and manager Toronto main branch, Canada, succeeds J. F. Smith who has accepted an appointment with The Royal Bank of Canada International Limited as President.

A career banker, Mr. Henry has been with the Royal since 1941. During that time he has had experience in both the domestic and international spheres of the bank's operations. Mr. Henry's offices will be located in London.

APPOINTMENTS

Costain senior post for U.K. contracting

Mr. A. D. Hutchinson, managing director of Costain Mining, has been appointed chief executive, U.K. contracting, of the COSTAIN GROUP.

He joined the group in 1949 and became a director of Costain Mining in 1965. More recently he has been concerned with the setting up of a £50m. coal supply contract for the New South Wales Electricity Commission.

Mr. Jim Barrie has resigned as deputy managing director and chief executive of WESTBOURNE EXHIBITIONS to form his own company. This will be known as Service to Exhibitors.

Mr. J. MacNaughton Siley has been appointed deputy chief



Mr. J. MacNaughton Siley

executive of the P AND O GROUP'S European and Air Transport Division.

Headed by Lord Geddes, the division controls a fleet of 33 short-sea passenger cars for ferries and cargo ships, over 1,500 heavy road haulage vehicles operating throughout Britain and Europe, an international air freight business and numerous land and sea forwarding companies. It is one of five divisions which began operations in October this year after a major reorganisation of the group.

Mr. Wilfred R. Cass, has been appointed managing director of REEVES AND SONS. Mr. Christopher Simmons, the former managing director, becomes deputy chairman and Mr. David Allen deputy managing director.

Mr. J. A. Stitt, managing director of Model Toys, has been appointed to the Board of BERWICK TIMPO, the parent company.

Mr. Christopher M. Jackson has been appointed head of corporate planning by the DONALD MACPHERSON GROUP.

Mr. Leonard Hardy and Mr. Alan P. Rawson have been appointed directors of the ARTHUR WARDLE GROUP.

Mr. Hugh Lindsay has been appointed a director of the ANGLO-ISRAEL BANK. He recently retired from the National Westminster Bank.

The British Railways Board has appointed Mr. George R. Hill, managing director of British Transport Hotels, to be a member of the BRITISH RAILWAYS (SCOTTISH) BOARD.

Mr. A. Stuart MacVicar, advertisement manager of the Sunday Mirror, has been appointed to the Board of INTERNATIONAL PUBLISHING CORPORATION SCOTLAND NEWSPAPERS as advertisement sales director.

Mr. P. M. R. Cowen, formerly of Slater, Walker, has been appointed a director of WINTEX

SECURITIES, the banking subsidiary of Wintrust.

Mr. Claude Matos, formerly managing director of Orsano SPA in Italy, has been appointed regional manager for Europe for the WELLCOME FOUNDATION. He succeeds Mr. Harry Copestich who has been appointed group corporate planner.

Mr. Martin Paterson, chairman and chief executive of ANTONY GIBBS PENSIONS and a director of ANTONY GIBBS (INSURANCE HOLDINGS), has resigned his appointments and will be leaving the group to set up his own consultancy company.

Mr. S. W. Gillies, director and general manager of SARO PRODUCTS, has been appointed managing director of that company. Mr. C. A. Canon and Mr. G. Gillies have joined the Board of GLOSTER SARO. Both companies are subsidiaries of Hawker Siddeley.

Mr. Tony Bellin, chairman and managing director of International Laboratories, has been elected national chairman of the INSTITUTE OF MARKETING.

Mr. Kjell Heidenberg has been appointed managing director of GEORGE BASSETT A/B, the Swedish marketing subsidiary of Geo. Bassett Holdings.

Mr. F. E. Burman, and Mr. A. L. Bateson have been elected president and chairman respectively of the INSTITUTE OF MANAGEMENT IN PRINTING.

Mr. K. W. Machob, director of operations of AMF LEGG, is to return to the U.S. to become director of operations at the AMF Group's Richmond, Virginia Tobacco Machinery Division.

Mr. K. J. Smith, previously materials director, has been made production director and Mr. P. J. Donovan, who was personnel manager, is now personnel director.

Mr. L. E. Laney has been made contract manager in charge of a new contracts department.

Mr. Herbert Donald, general manager and head of production for HOWARD AND WYNHAM, has been appointed to the Board.

Sir George H. Middleton has joined the Board of BRITISH SMELTER CONSTRUCTIONS.

Mr. Ian C. Low has been appointed an additional director of DUNDEE AND LONDON INVESTMENT TRUST.

Mr. R. A. Sawtell has left the Board of the De La Rue Company to devote the whole of his time to MANPOWER ANALYSIS AND PLANNING, of which he is an executive director.

Mr. Brian Goshawk has been appointed director of marketing with the SINGER COMPANY (U.K.) and takes up the post at the end of December.

Mr. E. J. Mol has been appointed a director of BOOKERS AGRICULTURAL AND TECHNICAL SERVICES, a subsidiary of Booker McConnell. Mr. Mol is the general manager, and also a director, of the Nigerian Sugar Company.

Mr. A. R. Prime has been appointed senior manager, and Mr. N. P. Folister and Mr. S. Shoemith, managers of CHARLES FULTON AND CO., international money brokers.

Mr. R. T. Game, Mr. L. C. Harman and Mr. P. W. White have been made managers of Charles Fulton (Foreign Exchange) and Mr. J. A. Beard and Mr. J. A. Daltry, managers of Charles Fulton (Sterling).

Mr. J. D. Bellings has been appointed chairman of GOPEN CONSOLIDATED. He succeeds Mr. J. T. Chappel who has resigned as chairman but continues as a director.

HOME CONTRACTS

Costain wins £1.36m. road widening work

Costain Civil Engineering has been awarded a £1.36m. contract by the Greater London Council. This covers the widening of Archway Road, between Archway Interchange, Islington, and Winchester Road, Haringey. Work will begin on November 8 and should take about 30 months to complete.

International Combustion has won a contract worth almost £200,000 to convert the boilers in the No. 1 boiler house of the Central Electricity Generating Board's Fulham power station, from coal to oil firing. The work covers the conversion of six boilers. The first should be completed late this year, and the sixth by early 1972.

Sim-Chem (Simon Engineering) is to supply a ship-unloading installation and pipeline costing £100,000 for handling propylene at the liquid bulk storage terminal, which serves the new chemical plant of Lening Chemicals at Seal Sands, Teesside. Work on the contract has already started and commissioning should be early in 1972.

T. B. Pearson and Sons (Engineers) has been awarded a £200,000 Ministry of Defence contract for bulldozer equipment to be fitted to "Chieftain" fighting vehicles. This is the third and final part of a contract worth a total of £500,000. Completion is scheduled for early 1973.

Buchanan warns: 'Cities' future at risk

Financial Times Reporter FUTURE GENERATIONS will reproach us for failing to make much-needed structural changes to our cities, Professor Colin Buchanan, the transport and planning expert, said in London yesterday.

He had just been presented with the International Road Federation "Man of the Year" award by Mr. Peter Walker, the Environment Minister.

There was a risk, Prof. Buchanan said, that in the provision of extra roads, concern for the people directly affected—arising to no small extent from acute anxieties about the adequacy of current provision—could lead to a failure to make the necessary changes.

September visitors to U.K. up 7%

SOME 479,000 people visited the U.K. in September, about 7 per cent more than a year earlier, the Department of Trade and Industry states.

They represented about two-thirds of all overseas visitors as the figures exclude Commonwealth citizens and visitors (other than U.S. citizens) who arrive from the Irish Republic.

Altogether, over 4m. foreign visitors have come to the U.K. this year. This is understood to represent a rise of 9 per cent compared with the first nine months of 1970. Most of the increase was from the U.S.

Pole vault to Tokyo with JAL

Four times a week JAL's Polar Route gets you to Tokyo in two giant strides. But all the exercise you need take is just enough to lift a cup of sake, to sip champagne and nibble *otsumami* while you wonder why the Arctic Ocean looks like a marble slab... and if all Japanese girls are as charming as your JAL hostess. Meanwhile there are several more delightful hours to Tokyo.



Polar Route in association with Air France, Alitalia and Lufthansa

GENERAL APPOINTMENTS

ORR & BOSS AND PARTNERS LIMITED

invites applications from men who would like to join a firm of

Management Consultants

● which concentrates on helping its clients to improve the profitability of their businesses through better planning, organisation & control.

● which, after comprehensive training, will give the successful applicants the opportunity of working at top level in industry.

● which rewards ability and hard work with rapid salary advancement.

Basic requirements:

● A university degree in engineering, science or economics, and/or a good accounting qualification.

● Practical experience of managing people in a business.

● A background in production or management accounting.

● A willingness to spend up to four nights a week away from home.

● Age within the bracket 27-37 years.

Brief personal details should be sent to the Personnel Director.

ORR & BOSS AND PARTNERS LTD.

30 Curzon Street, LONDON W1Y 7AE

Assistant Secretary

HAYMILLS (HOLDINGS) LIMITED.

The Group which has considerable interests in property, general contracting, property development and sub-contracting, wishes to appoint an Assistant Secretary. Experience of the building industry and the administrative side of property management would be of advantage. He will later be considered for appointment as Secretary of subsidiary companies. Age preferably under 35. Starting salary £2,500 per annum; contributory pension scheme. Applications which will be treated in confidence, should be addressed to:

The Chairman, Haymills (Holdings) Ltd., Empire House, Hanger Green, Ealing, W5 3BD.



Chief Executive

To head a rapidly expanding U.K. subsidiary of a French Engineering parent group. Equally concerned with U.K. and overseas markets. Their products comprise the complete range of a precision component for the Automotive and other industries.

Candidates should possess technical qualifications and must have commercial experience in the engineering industry—preferably in the automotive or allied fields. Fluent French is essential; German also would be ideal. This is essentially a "spearhead operation" requiring proven General Management ability and strong personal characteristics in order to ensure steady expansion with increasing profitability.

Salary... £6,000 p.a. upwards according to experience and qualifications. Preferred age... 40 to early 50's. Location—South Midlands. Apply in confidence to CHARLES MARTIN ASSOCIATES LTD. (Ref. E 247) 23 College Hill, London, E.C.4, giving concise summary of career including responsibilities held and salaries commanded in recent appointments. Short listed candidates will be notified within 14 days.

CHARLES MARTIN ASSOCIATES LIMITED

PENSIONS CHIEF EXECUTIVE

Required by London financial group to direct increasing volume of pensions business for wide variety of clients.

To be between 28-38 and technically expert in—
1. Setting up and administering self-invested and life assurance schemes.
2. Negotiating with the Inland Revenue.

To have experience commensurate with a starting salary of at least £4,000 per annum plus substantial bonus.

Orientated to the client/commercial view, having ability to inspire confidence.

Write giving full details to:
MANAGERIAL & EXECUTIVE SERVICES LTD.

37 Duke Street, London W1M 6DQ.

ASSISTANT COMPANY SECRETARY

Highly intelligent and able young man required by Public Property Company. Successful applicant should have secretarial, legal or accountancy qualification and previous experience with a property company or property division of a larger corporate body. There are good prospects of promotion and salary in the region of £3,000 p.a. Age 26-40.

Write to D. Davis, F.C.C.A., Director,
United Real Property Trust Limited,
9 Cavendish Square, London, W1M 0JT

FINANCIAL AND ACCOUNTANCY APPOINTMENTS APPEAR TODAY ON PAGE 20

SERVICES

FREE SAMPLE?

No! Our Linguistic Secretaries aren't sent through your letter box...

As Specialist Consultants in the recruitment of Linguistic Secretaries, we have a comprehensive register of bilingual or trilingual PA/Secretaries awaiting appointments in the U.K. and overseas.

One of our Consultants will be pleased to discuss our services without obligation.

Please phone or write:
June Hall, Alconbury Hill House, Alconbury Weston, Huntingdon.

Phone: 0455 441 or 54

CONTINENTAL SECRETARIES

CLASSIFIED ADVERTISEMENT RATES

	Display Rate	Per S.C.I.
Appointments	13.00	£
Business Opportunities	15.00	
Industrial Property	13.00	
Residential Property	10.50	
Travel	14.00	
Salerooms	9.00	

All other categories on request to—
The Classified Advertisement Manager,
Financial Times,
10, Cannon Street, London, EC4P 4BY.
Tel: 01-248 8000.

Provincial Offices—
Manchester: Mr. A. Monk. 061-634 9381.
Birmingham: Miss M. Harborne. 021-454 2487.

BUSINESS OPPORTUNITIES

AVIATION PARTNERSHIP

We are a progressive, well-run airline of the general aviation industry with our own airport. For this secure business in West-Germany we offer a partnership with a minimum holding of 10,000.—D.M.

HIGH RATE OF CAPITAL RETURN

The completion of a holiday, leisure, sports- and youth-centre is planned.
For further details write Box B.6192, Financial Times, 10, Cannon Street, EC4P 4BY.

SURTAX PAYERS

Tax-free income or capital gains are possible, with a plan tailor-made for your own financial situation. Let us know your problem.

EDWARD LUMLEY (LIFE & PENSIONS) LTD
LUMLEY HOUSE, 43/51 ST. MARY AXE, LONDON EC3
TEL: 01-283 5266

Also at Wolverhampton, Ipswich, Manchester, Cardiff and Colchester

PUBLIC COMPANIES ARE YOU INTERESTED?

Old established London Group of privately owned Property Trust Companies whose profits have steadily increased over the years and exceeded £500,000 before tax last year would like to discuss merger with existing Companies whose interests principally only please write to The Chairman, Box B.6318, Financial Times, 10, Cannon Street, EC4P 4BY.

CAPACITY

Electronics with auxiliary sheet metal machines and building, 1,000 strong and expanding. Seek to acquire or develop end products. Will produce or develop under contract or licence or by acquisition.

Write giving full details to:
C & N Electrical Industries Ltd.,
Gosport, Hants.
Tel: Gosport 0201 (Mr. Bryant),
Telex: 86121.

IT IS NOT ONLY

the large firms who have difficulty in communicating. We all do. The problem is not only to convey information but to ensure it is understood. More lavishly established have their own means of communication. This outside the range of most modest concerns. We have overcome this. With our techniques we can produce 10,000 copies of a four page newsletter with pictures and spot colour for £127. It is expected that shareholders will be advised of the outcome of the negotiations early in December, 1971. Shareholders of the National Bank of South Africa are advised that mining operations are expected to resume in December, 1971. We are not aware of any other mining operations from mining operations for the six months ending 31st December, 1971, will be declared prior to shareholders or any proposals which may result from the foregoing negotiations.

By Order of the Board,
L. J. LITTLE,
London Secretary.

LONDON OFFICE:
49 Moorfields, EC2R 8SQ,
3rd November, 1971.

AGENT or DISTRIBUTOR

for NORWEGIAN NEEDLEFEELT CARPETS

A reputable Norwegian manufacturer of needlefelt carpets made on the most up-to-date machinery seeks British representative. For further information please contact

Norwegian Trade Centre,
20 Pall Mall, London, S.W.1.
Tel. 01-839 6261.

FOR THE JET-AGE

BUSINESSMAN A PRIVATE OFFICE IN NEW YORK LOCATED IN THE WORLD TRADE CENTRE

More than a prestige address on your firm's letterhead and your firm's telephone number, this New York City Directory, Business Services International, offers the businessman with a year-round full operational office. In addition to your private office there are Board rooms and Conference rooms available. For details, write to:

BUSINESS SERVICES INTERNATIONAL
47, Upper Grosvenor Street,
London, W1C 9LE (Tel. 01-4891).
Offices opening soon in Rome, Paris, Brussels, Amsterdam, Frankfurt.

Opportunity to purchase

for huge overseas market, the rights (English and transferable) to produce and distribute a range of products. These products, which are already well established in the U.K., relate to current IBM, Univac and other computer systems. The products would need capital to exploit this very large market. Write Box B.6310, Financial Times, 10, Cannon Street, EC4P 4BY.

ATTENTION COMPANY CHAIRMAN, M.D.s

Young executive with extremely successful record in the U.K. and overseas, specialising in Marketing, Distribution and Transportation seeks good, sound business ties with reputable organisation. Integrity, enthusiasm and excellent references. Considerable income for beneficial propositions.—Write Box B.6309, Financial Times, 10, Cannon Street, EC4P 4BY.

SPARE TIME INCOME

Earn up to £50 a week or more as a distributor in one of the world's most profitable industries in the world today. Responsible people are required who want a financial future building up their own business, devoting four hours weekly, from an investment of £500 to a maximum of £5,000 which is completely secured in stock. No selling is involved. Write for details, giving telephone number to: Stanhope Enterprises Ltd. (Ref. FTY 235-245) Grand Building, Trafalgar Square, London, WC2.

COMPANY WITH GOOD CASH FLOW

ANY TRADE CONSIDERED
Financial or Managerial problems not objected to.—Write Box B.6312, Financial Times, 10, Cannon Street, EC4P 4BY.

GROUP OF PRIVATE PROPERTY COMPANIES

owning interests in London. Net assets of £350,000 including 270,000 shares. Would exchange shares for cash or property. Good prospects. Development and trading profits can be used in development. Please, write Box B.6294, Financial Times, 10, Cannon Street, EC4P 4BY.

ENGINEERING COMPANY

with capacity for £1m. turnover requires assistance in introduction of machinery and assembly. Write for details, giving telephone number to: Stanhope Enterprises Ltd. (Ref. FTY 235-245) Grand Building, Trafalgar Square, London, WC2.

ESTABLISHED AND SUCCESSFUL

CALF FEEDER AND PEN PRODUCT FOR SALE

would interest company or person selling direct to farms.
CLARES CARLTON LIMITED,
TOWN HALL BUILDINGS,
WELLS, SOMERSET.

STRATHCLYDE INVESTMENTS LTD.

15, Mill Lane, Levens, Lancs.
01-251 778

specialists in the provision of capital for sound business opportunities. Write for details, giving telephone number to: Stanhope Enterprises Ltd. (Ref. FTY 235-245) Grand Building, Trafalgar Square, London, WC2.

MARKETING ORGANISATION WITH 100+

man plus sales force, selling to the Domestic Market. Interested in quality ethical products. Principals only or distribution rights. Write Box B.6313, Financial Times, 10, Cannon Street, EC4P 4BY.

PARTNER REQUIRED. No capital outlay.

for sound business opportunity. Write for details, giving telephone number to: Stanhope Enterprises Ltd. (Ref. FTY 235-245) Grand Building, Trafalgar Square, London, WC2.

EDUCATIONAL

Read for the FEDERATION of STOCK EXCHANGES exams

in the comfort and privacy of your own home. The Federation of Stock Exchanges is a body of 100 member stock exchanges. It is the only body in the world which is recognised by the International Association of Banks. It is the only body in the world which is recognised by the International Association of Banks. It is the only body in the world which is recognised by the International Association of Banks.

Metropolitan College, St. Albans

CONTRACT ACCOUNTING LIMITED Specialists in management sciences

offer to industry and commerce qualified specialists in the following fields, long or short term.
Accountancy—consultancy—management—services—data processing and recruitment.

Our wealth on experience enables us to supply at short notice highly experienced and qualified personnel at extremely competitive rates via:

* No supplementary charges in respect of N.H.A., S.E.T., G.P.
* No clients costs for travelling or out of town expenses
* Lowest exceptional circumstances.

* Hourly rates are the same for day work and overtime.

Chairmen, managing directors, financial directors,
Company secretaries and chief accountants
our national network is at your service.

Contact John Taylor, Telephone House, 25, Park Place, Leeds, 1.
Telephone 32185 33588

C. Brooks 565, Royal Exchange, Manchester, M.2, Telephone 834 9999

"We manage managements problems"

INDUSTRIAL DEVELOPMENT SOUTHALL KINGSTON

UPON HILL STRIP

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

LEASES AVAILABLE FOR ACCESS ROADS FOR PROJECTS

Nowadays, where can you find new factory space for 47p a square foot?

47p. On industrial estates with full main services. True, a few of the other developing towns offer you prices which seem to compare. At Corby though, it's only one of the good reasons why you should make a move in our direction.

We can also offer you high-quality houses. Now. At economic rents, for all grades of staff. (Our housing estates have won awards for the architect 5 years running.)

Corby has a steady output of job-hunters too. Over 1,000 school leavers a year. Plus good supplies of skilled labour.

There's good access to major ports and major centres. Birmingham is just 60 miles away, London 75.

We also have all the social amenities. Including golf, fishing, sailing and the natural, unspoiled countryside.

In short, Corby adds up to a very interesting proposition, well worth investigating. So how about it? Our brochure will give you more facts on the industrial, business and social attractions that are Corby. For a copy, write to our General Manager, Brigadier H. G. W. Hamilton, C.B.E. Or phone him at Corby (STD 053 66) 3535.

Corby Development Corporation, Spencer House, Corporation Street, Corby, Northants.

Corby, Northants

75 minutes from London. Trains every hour.

Jamaica: the politics of bauxite

Ken Gofton, who recently visited Jamaica, describes a case study of the almost inevitable conflict between countries which supply the world's raw materials and the giant corporations with whom they must co-exist

SUNDAY afternoon on Jamaica's North coast, the children play in the water, the mothers gossip under the palm-thatched umbrellas on the beach, and the menfolk, with more serious matters on their minds, stand at the bar and sip their Appleton and Coke. Inevitably the conversation turns to politics and—since this is close by one of the important mining areas—what should be done about the island's bauxite.

A local councillor chips in. He is a member of Michael Manley's People's National Party, generally regarded as being slightly to the left of the Jamaica Labour Party, now in office. "The bauxite reserves are like diamonds in Africa," he says. "For centuries, people walked on them, they had no value. Other people come, and they have a value. Throw those other people out and they have no value again."

Satisfied

Do not take that comment from the grass roots as an assurance that Jamaica will never nationalise its greatest natural asset, even more firmly, do not take it to mean that Jamaicans are satisfied with the deal they get from the aluminium companies. Yet there is some truth in the view expressed by the Minister for Trade and Industry, Robert Lightbourne, when he says: "We have no 'isms' on this island except pragmatism."

The politics of Jamaica's red soil, the raw material of the aluminium industry, merit some attention at the present time. For a start, Jamaica faces the possibility of a change of government by next summer, although in truth there is very little difference between the stated policies of the JLP and the PNP on bauxite.

In a wider context, there is a case study here of the almost inevitable conflict that exists between the countries which supply the world's raw materials and the giant corporations, the "transnationals." The oil nations and the copper nations have grouped together to strike a tougher bargain, and there are signs that the bauxite countries are beginning to collaborate. "We have assisted some of our colleagues in making new agreements," says Mr. Lightbourne. "I take the view that if one of our colleagues makes a bad bargain, it is bad for all of us."

More important, this year has seen the neighbouring Caribbean state of Guyana nationalising the greater part of its own bauxite production. The results will be closely watched in Jamaica. It is always difficult

to sum up the feeling of a nation: one has the impression that most Jamaicans feel Guyana has made a mistake but are prepared to concede that they might be wrong.

As one influential Jamaican put it to me, if the bauxite is ever nationalised, it will not be for ideological reasons, or out of malice, but because the sums have been done and it is thought to be in the country's best interests.

With sugar and bananas in a bad way, Jamaica has to wring every dollar it can out of its other resources. The world aluminium industry is largely in the hands of half a dozen companies—Alcoa, Reynolds, Kaiser, Alcan, Pechiney and Alusuisse—and they are "transnationals" because the process makes them so. The bauxite ore and the cheap power required for smelting are rarely found together.

This structure is frustrating to the developing countries in three ways. First they are anxious to have as much as possible of the processing done within their boundaries to generate the maximum employment and wealth from what is, after all, a dwindling asset. Inevitably the companies see their responsibility as being to site new investments where they will earn the best return.

Jamaica, for example, is exerting considerable pressure to ensure that, as a long-term objective, all bauxite is converted into the intermediate stage, alumina, before leaving the island. Alcan has always followed this policy, with alumina plants at Kirkvine, near Mandeville, and Ewarton. More recently, Kaiser Reynolds and Anaconda have opened a joint plant under the consortium name of Alpart; Revere will be commissioning soon, and Alcoa will follow shortly afterwards.

Frustration

The second cause of frustration is that it has become commonplace for developing countries to look for "a slice of the action" in the form of a local equity stake in industry, in order to avoid what they see as replacing one form of colonialism with another. In the case of bauxite and alumina, they are thwarted, short of going for outright nationalisation, because of the way the industry is vertically integrated. "It is not a good thing being in business with someone who sells to himself," says Mr. Lightbourne drily. "You are not likely to become wealthy in the process."

Nationalisation appears to be ruled out by the present leaders in Jamaica, for several sound

reasons. Taking over the industry would deter other investors and tourists. There are better things to spend money on than compensation to the aluminium companies: the industry has invested something like £500m. in Jamaica. And, without the support of those companies, there could be problems in selling the product.

The third source of frustration

last year, a further \$19m. on goods and services, and \$11.5m. on wages and salaries.

Thus their contribution to the Jamaican economy is critical. And yet for the average Jamaican, the pinpricks remain in their own interests rather than that of the island, that there is not enough local participation in the industry, that per-

longer experience than most of conditions on Jamaica, and the group recently gave me an opportunity to talk at length to senior executives both on the island and in Montreal.

Nathaniel Davis, president of Alcan, stresses that it is the group's policy to be a good citizen in each territory in which it operates: few in Jamaica would quarrel with that. Like one or two of its competitors, it does much more than it is strictly obliged to in terms of raising farming standards on its lands, and so on. He also maintains that fears about the powers of the "transnationals" are exaggerated: developing countries would do best to invest their limited capital in essential services and leave the risks to companies like his own.

Tug-of-war

And yet he concedes that there is a tug-of-war. For instance, one of the odd by-products when Alcan acquired half of the state-owned Norwegian aluminium company, ASV, was acceptance of the condition that Norway should be represented on the Board of Alcan Jamaica (as ASV's source of raw materials), and the Alcan group Board in Montreal (the Norwegian Government having emerged as the biggest single shareholder in the Canadian group).

It is easy to see why some Jamaicans should look for an equal voice in Alcan's affairs even if, to Alcan, Jamaica is just one of six countries in which it has alumina production facilities. The Guyana experience has sharpened Alcan's resolve to spread its interests and not become too important in any one country.

In fact, it is clear that many Alcan executives (and the same is undoubtedly true in other "transnationals") feel that their life is already too closely hemmed in by various governments: they are not anxious to see that influence increased. And if Jamaica had a say in Alcan policy-making, what would be its attitude to the group's plan to build an alumina plant in Europe?

There are no obvious answers to the complex issues that arise in the relationships between developing countries and the international groups—the one certain point being that we shall hear more of them in the future. A parallel exists with the clash of interests arising between a trade union and an employer, but in this case there is no international Industrial Relations Act or Code of Practice. Perhaps there ought to be.

JAMAICA'S BAUXITE AND ALUMINA

	1967	1968	1969	1970
BAUXITE				
Total output ('000 long tons)	9,121	8,391	10,333	11,820
Exports ('000 long tons)	7,142	6,212	7,909	7,575
Value of exports (£'000)	35,722	31,010	38,000	37,576
ALUMINA				
Total output ('000 long tons)	815	910	1,138	1,689
Exports ('000 long tons)	825	867	1,177	1,737
Value of exports (£'000)	20,886	23,416	33,551	53,148
Total export earnings, bauxite and alumina (£'000)	56,603	54,477	73,512	93,429

is the question of establishing what profits the locally-based mining subsidiaries are making when their output is going to their parents. Caribbean countries initially left it to the companies to set the transfer prices, but this was quickly seen to be a naive mistake.

The position now is that a levy is made of between 15 and 25 cents on every ton of bauxite shipped; additionally, the Government deems the companies to have made a profit of \$5 a ton, and taxes that notional income accordingly. In the case of alumina, a transfer price is set by the Government. This is the price at which it is assumed Alcan Jamaica and Alpart sell their product to their parent companies, and on that basis Alcan's Jamaica subsidiary appears to be one of the most profitable companies in the aluminium industry with a return of 15 per cent or more on capital employed.

However, the rider is that if the transfer price was in line with prices actually being realised for the small quantities sold in the open market—around \$60 a ton—and not substantially above it, Alcan Jamaica's profit would be wiped out. As a result of renegotiating contracts, and the growing proportion of output leaving the island in the form of alumina, the Government's direct revenue in royalties and taxes rose last year from £10.5m. to £18m. On top of that the companies spent £22.5m. on capital investment

happens a bit more revenue could be squeezed out of the aluminium goose.

The difficulties could be largely overcome if Jamaica had its own aluminium smelter. Both Lightbourne and Opposition Leader Michael Manley put this high on their lists of national objectives; both take the view that a smelter partnership between Jamaica and the companies is the most meaningful way of achieving "participation." There is, after all, a ready open market for metal as opposed to alumina and bauxite (sometimes more open than at others, bearing in mind the industry's present problems of over-supply).

Alas, the need for cheap electricity has so far ruled out a smelter. Jamaica has no hydro-power, nuclear plants still look too expensive, and the recent escalation in prices has ruled out oil, unless Jamaica can find its own sources. The most recent study has been into the question of shipping in liquefied natural gas.

For a company view of these questions, let us turn to Alcan. It has just gone through the traumatic experience of having its Guyana investment nationalised—at a "post mortem" last month those who thought the "take-over" could have been avoided by an offer of participation were outnumbered by those who thought that in the politically charged atmosphere of Guyana it was inevitable. Alcan has

Freightmaster: For 10 years the Common Market's biggest selling frameless trailer van.

Increases profits by cutting distribution costs—enhances prestige on the highway and the High Street. For all kinds of companies—like yours.

Chances are your business could benefit from a cold hard look at what happens between your loading bay and the customer. York have saved a lot of money for a lot of people that way.

Free Appraisal

York will be glad to study your present transport and distribution methods and submit recommendations

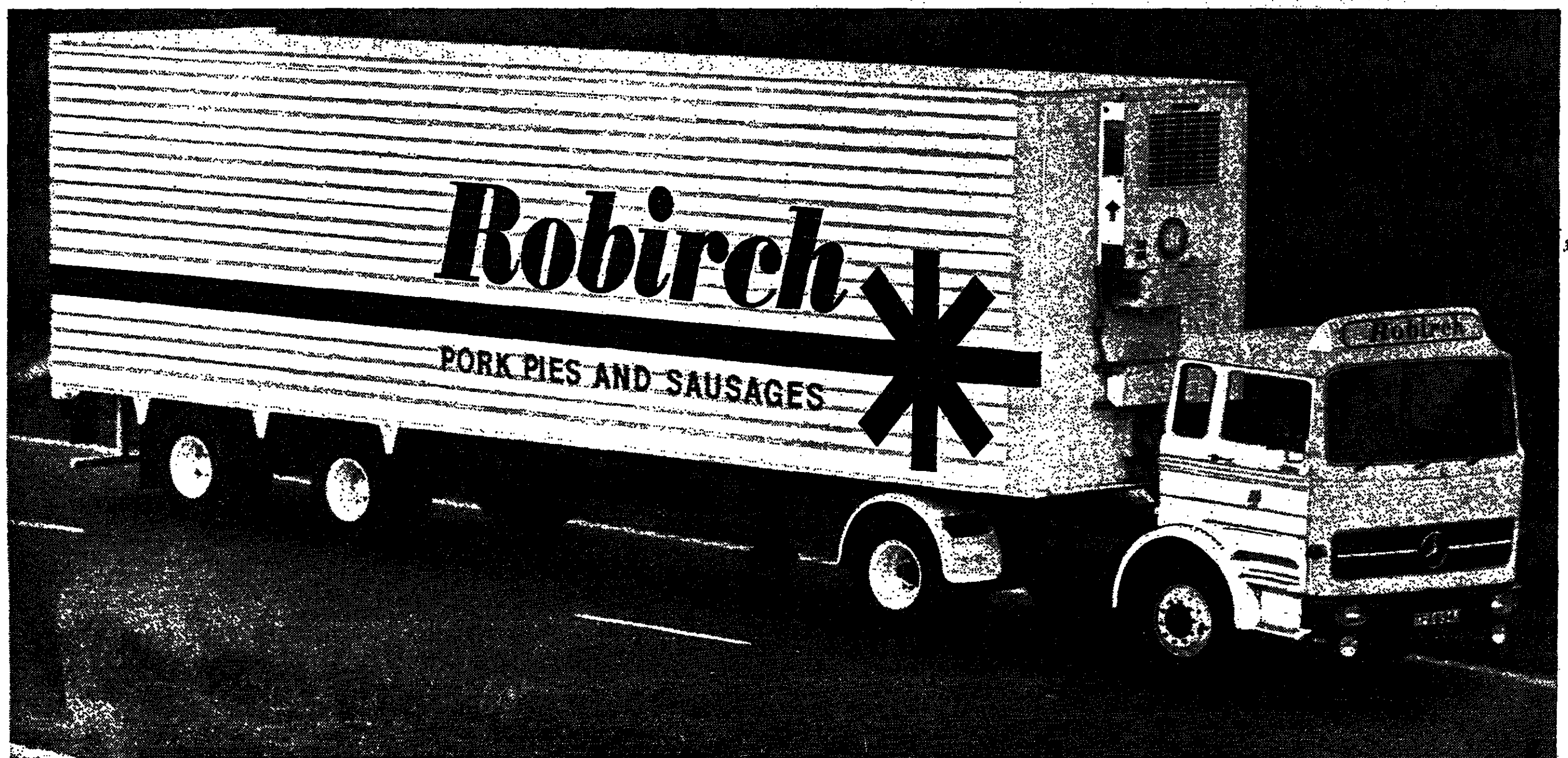
for cost reduction based on reports from a road transport engineer and a distribution economist. All without charge or obligation to you.

Phone York right now—it could be the most profitable thing you'll do today.

York Trailer Company Limited, St. Mark's Road, Corby, Northants. Tel: Corby (0536-6) 3561 Telex 34516

YORK

means business.



Worries over EEC

By COLIN JONES

Hauliers are one section of the community who may have these rules start to become applicable).

There are various other regulations, including some providing for the compulsory fitting of tachographs from January 1975 for new vehicles and from January 1978 for existing vehicles. But it is the 9-hour driving day that would squeeze British operators the most.

The problem is that the British approach to the observance and enforcement of rules like these is totally different to that practised in some EEC member countries. This difference reflects varying national temperaments. In some places, one could say, the rules are in effect honoured in the breach. The point, therefore, is whether this country should use the differing levels of enforcement as grounds for having the whole question of drivers' hours regulations re-considered.

Otherwise, we shall be faced with the straightforward choice between penalising British hauliers—and through them the cost of moving goods in this country or allowing these regulations to be flouted with equal impunity in this country. Neither option is one which we would willingly or easily take. This could well be a case where an attempt to have the whole question re-opened might be the lesser evil.

Broad parts

Other aspects of the EEC common transport policy do not call for such an immediate choice, perhaps. But the issues involved are as important, and the chances of securing a change of policy are possibly greater.

Here, the policy falls into two broad parts. The first deals with international haulage, where a system of community quotas has been created to operate side-by-side with (and eventually to replace) the present system of bilateral quotas, and where charges are to be governed by a "forked tariff" system of published minimum and maximum rates. So far, hardly any progress has been made in drafting, let alone in

Continued on next page

Road Haulage

FINANCIAL TIMES SURVEY

Recovery appears likely

COLIN JONES

After all the turmoil of the last few years, more than one haulier has been heard to mutter "peace in our valleys." This, alas, has been one of the less successful imprecations. The 1968 Transport Act have become a matter for history books. But all the various regulations it gave birth to are still in force, and even newer pressures have been added—perhaps even more important, perhaps. cost trends now appear to be moving in an encouraging direction—at least across industry as a whole.

to be in process of changing. Here and there—in car sales, for example, in private house-building, and in certain other consumer trades—recovery appears to have begun. By the end of the winter, the revival in the pace of activity should be both widespread and appreciable, and road haulage—which is particularly sensitive to conditions generally in industry—should be one of the first of the service industries to benefit. Even more important, perhaps, cost trends now appear to be moving in an encouraging direction—at least across industry as a whole.

Bigger lorries

On the second factor—environment—all cannot yet be regarded as lost. The 44-tonner decision may have been disappointing. After all, bigger lorries ply on Continental roads notwithstanding these countries' alleged bias in favour of rail and against road transport. But this decision was clearly intended to be one that did not have permanent effect. It was related to present road capacity and, as Mr. Peyton, the Minister for Transport Industries, said last month at the Conservative Party Conference at Brighton, it will obviously have to be reviewed before very much longer.

This decision possibly accepted, the decisions that have so far emerged from the new Department of the Environment have on the whole indicated a due regard for balancing environmental considerations with economic factors. Hauliers may still feel aggrieved by the

cost implications of some of the Department's proposals, but these decisions have by and large been reasonable. They certainly do not suggest that the environmental "bandwagon" has been allowed to steamroller its way through the new Environmental Department, let alone take it over.

declared its intention to substitute VAT for SET and our present system of purchase tax, not withstanding the outcome of the Brussels negotiations and the Parliamentary vote on entry. Here, too, however, fears may have been exaggerated. Although VAT will involve hauliers in rather more paper

petrol, oil and lubricants and other supplies. Likewise, with the Common Market itself, the common transport policy so far evolved by the six existing members has often been described as just as reactionary, restrictive, and bureaucratic as the better-known common agricultural

since Britain's voice as a member of the Community would provide a powerful reinforcement for Dutch and Scandinavian views. Even if this turns out to be an illusory production, it is still nevertheless true that a recovery in the economy at home—and thus in the demand for



Anticipating higher legal weights on short vehicles, Ford has designed this latest six-wheeled tipper.

This leaves Europe, and here work, the effects of its introduction could be pretty modest. In real cause for anxiety, not only in France and some of the other existing member EEC's common transport policy has yet come into effect. And, are considered to be of major moment or not, the economy certainly appears to be set upon a bout of expansion. And that, at the present time, is a source of chance of more liberal second thoughts prevailing, especially haulage industry.

As a broad statement, haulage services—could transform the prospect in which both Europe and the environment are adjudged. Whether these issues have yet come into effect. And, are considered to be of major moment or not, the economy certainly appears to be set upon a bout of expansion. And that, at the present time, is a source of chance of more liberal second thoughts prevailing, especially haulage industry.

More marked

levelling off—and, in some areas and sections, the decline—in traffic has both prolonged and widened. Even more marked has the upsurge in costs of all materials as well as

Trends, however, appear

A big bonus from Bedford.

Introducing Bedford's new 'Bonus Specification' range.

It's a season of change for Bedford. Change where it doesn't show on the outside—but change where it certainly counts. In fact, a bonus all round where basic specifications are concerned. First: the 14 ton range.

Five upgraded models with a GVW increased by at least a ton for greater payloads—in most cases more than that. In addition, every vehicle now has power-steering as standard. The new GVW's weigh

In at 14 tons for tippers, 14½ tons for rigid, and 22 tons for articulated. They are part of a rationalisation of the whole Bedford range, covering from 5.6 to 24 tons. Second: the 12 ton GVW range.

Bedford's top selling KG range has been widely accepted as a fundamental to any fleet operation. Now it is offered with a choice of power units—330 or 381 diesel—a Heavy Duty clutch as standard, and a higher capacity front axle. All rigid in this

range now have a GVW of 12 tons.

Third: new 20/22 ton GVW chassis.

The new 6 x 4 truck has wheelbases of 12 ft 2 in (20 ton); 13 ft 3 in (22 ton); and 16 ft 7 in (24 ton). Each is equipped with a double-drive rear bogie and a lockable third differential.

Bedford 'Bonus Specifications' include spring-actuated rear-wheel parking brakes, improved braking systems and a new low-maintenance

suspension. They mean easier maintenance, greater safety, and increased load-carrying capacity.

But this isn't the only bonus you get with Bedford. Our Dealer Service has a lot more to offer than its rivals with the best 24-hour service in the business. Parts availability is unrivalled—and we're quick with it! And you have the benefit of our Guardian Maintenance scheme.

All in all, the name Bedford means quite a bonus.



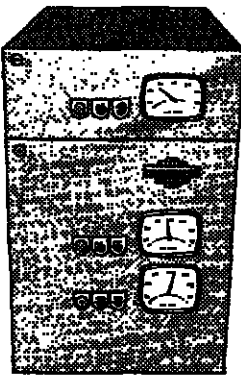
Bedford top name in transport.



In this case switchgear makes faster contact

If the switchgear doesn't get to the job on time, the whole contract will be delayed. This is true of many vital components, and it may be true of your products.

The answer is to move your goods by Freightliner. Then they will go in sealed containers which make the complete door-to-door journey without interruption, by fast timed transits at speeds up to 75 mph. Damage and pilferage are reduced to



the minimum, and goods don't take up expensive storage space.

Haulage by Freightliner not only helps meet delivery dates, it cuts the cost of distribution too.

You can find out more about Freightliner services by contacting:

Freightliners Limited
43 Cardington Street London NW1 2LR
Tel: 01-387 9400 Ext. 3284

Things travel better by Freightliner

The United Transport Company. A lot of united transport companies.

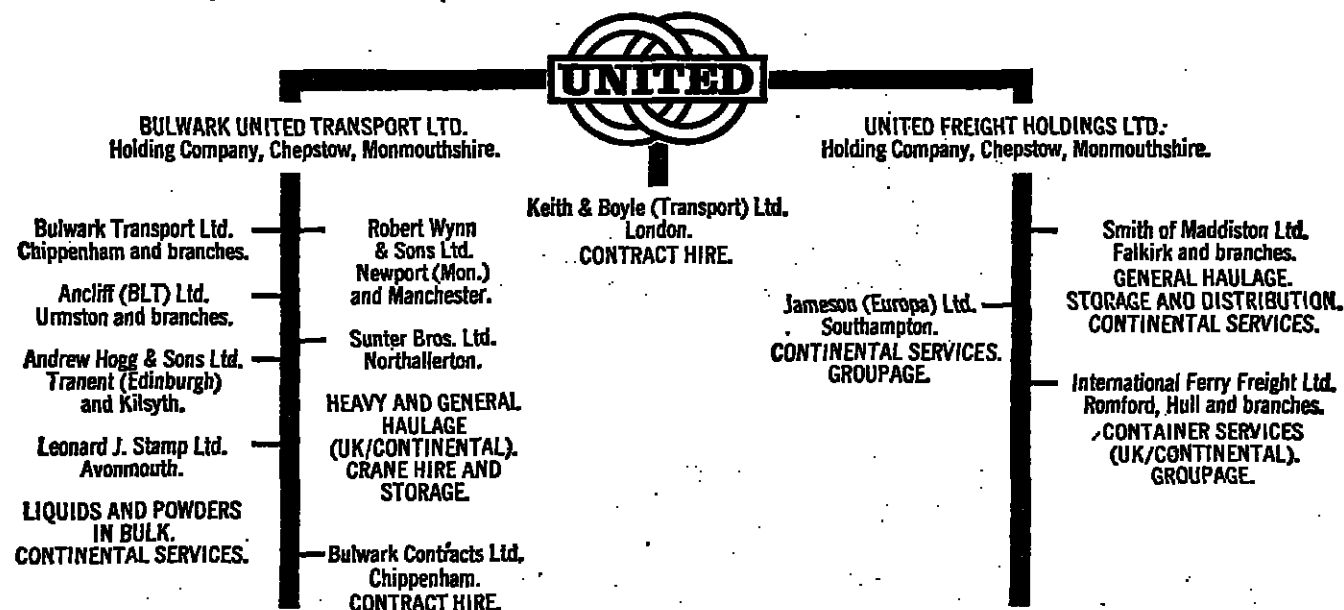
We have some sixty branches in the United Kingdom and Europe. So if we could not help you we would be surprised and disappointed.

Overseas, our subsidiary company, United Transport Overseas Ltd., of Berkeley Square House, Berkeley Square, London W1X 6DD, covers the operation of over 100 companies, providing passenger, freight and tourist transport services in Africa, Australasia and Europe. In Europe, West Friesland provide internal

and UK/Continental services for the group.

Another company builds specialised freight containers and vehicle bodies. The name is Duramin Engineering Co. Ltd., of Lydney, Glos.

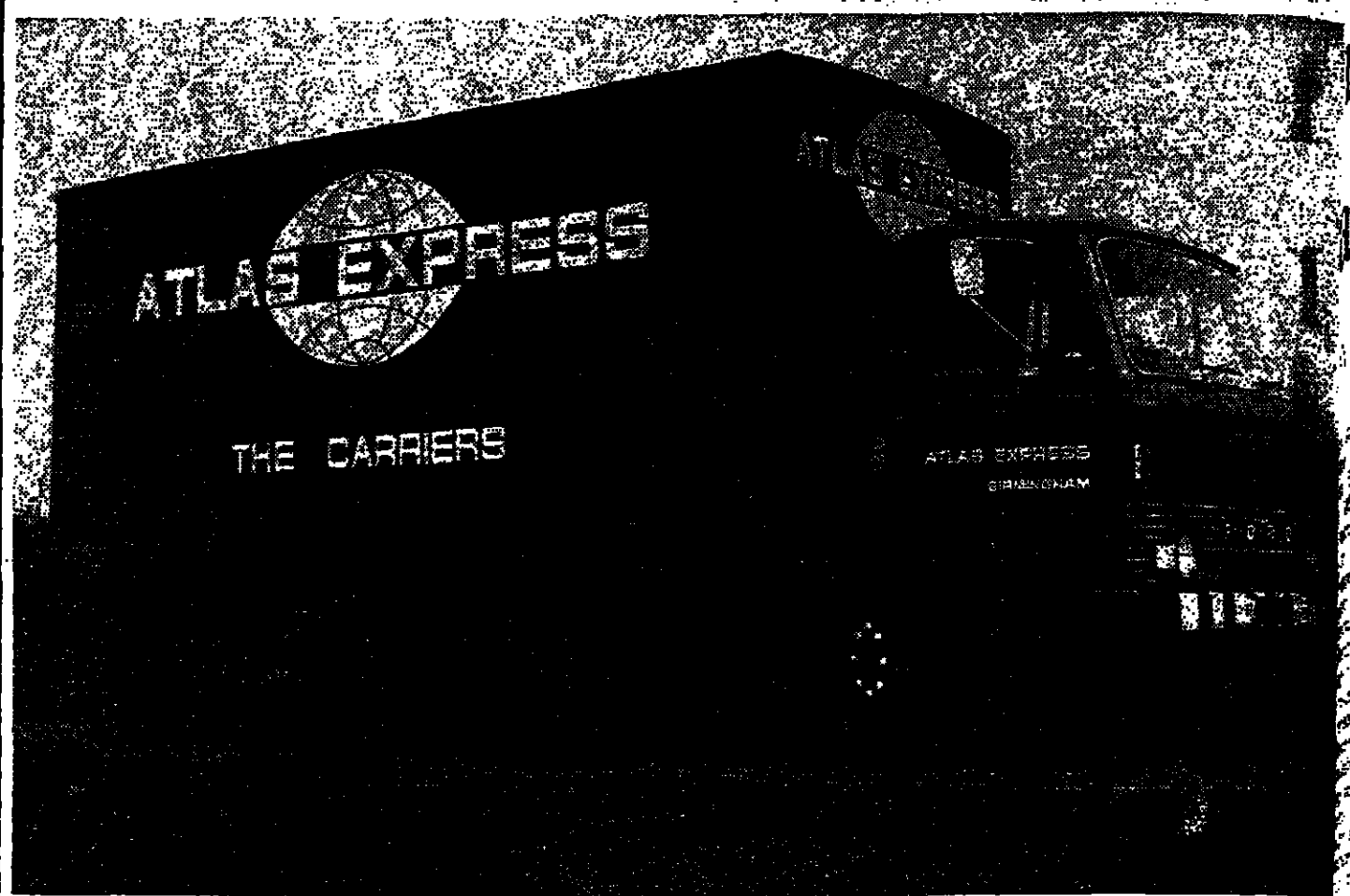
To find out more about our group of united transport services, contact any company or branch address - they are all in the telephone book. Or call our head office at Mounton Chambers, Chepstow, Monmouthshire NP6 5XB. Telephone Chepstow 2221.



United Transport. A big group with a big reputation.



ROAD HAULAGE II



A vehicle belonging to Atlas Express, a leading firm of road hauliers.

Shortage of drivers becoming worse

By DAVID WALKER

Britain's road haulage industry is one of many in which training has assumed far greater importance over the past few years. Independent hauliers, who account for perhaps 50 per cent. or so of the half million goods vehicles on the roads to-day, have long got by with very little in the way of training indeed.

They have also got by with chronic labour shortages at all levels, partly because the industry is, comparatively, of modern foundation and dominated by small companies whose founders are often still in the saddle.

Many forces are now at work. In the labour field, especially, the predominant events forcing change have mostly been imposed from outside the industry and, in particular, from Government.

Legislation over the past few years has both made higher training standards essential and has also, incidentally, aggravated the difficult labour situation. Thus, the limiting of drivers' hours has made the employment of more drivers essential, especially in small concerns where commonsense ideas as to how long it was safe for a man to keep driving during any one period may not have been given the prominence they should have had.

Medical tests

The introduction of special heavy goods vehicle driving licences, phased in over the past three years to replace the former requirement of age only, has made proper tuition for drivers essential, instead of leaving it to individual companies which, as often as not, were prepared or forced by labour shortages to trust anyone aged 21 or more with a driving licence which was probably gained via the private car driving test, to take charge of a heavy vehicle.

Alongside the driving tests have come compulsory medical tests removing from the labour ranks a number who would otherwise have continued driving until forced to retire through age or accident.

On the vehicle maintenance side, as well, legislation has boosted labour demand and forced up standards. The plating and testing regulations mean that each vehicle is subject yearly to a thorough mechanical examination for which a high standard of regular maintenance is necessary. Moreover, the introduction of random roadside tests and smoke and noise regulations means that a vehicle has to be kept in good condition the whole time.

Factors other than legislation have been at work, too. The shortage of drivers—at present, because of the general economic situation and consequent decline in the growth of demand on the industry, far less acute than it has been, but expected again to reach crisis proportions by 1973—has been aggravated by the quality of recruits to the industry. To-day, there are some 140,000 heavy goods vehicle drivers in Britain, and demand has been rising by about 4,000 a year.

Age limitation

Many of those entering the industry are people who have failed in other fields; road haulage has little proper career structure, particularly for drivers. A root cause is the age limitation, which makes it impossible for a man to drive a heavy goods vehicle until he is 21. The difficulties that brings in the recruitment and proper training of school leavers are obvious. In addition, the working life of a driver tends to be shorter than normal. By 50 or 55, the average driver is tired of travelling around and seeks more sedentary work.

As far as mechanics are concerned, the industry has to compete for labour with the private car servicing industry, which can offer far more attractive working conditions, and which has also been facing a shortage of skilled men.

The lorry mechanic can have a considerably more difficult job than his private car counterpart. A breakdown, for example, generally means on-the-spot work. Towing a heavy articulated lorry back to a garage or depot to be worked on at the mechanic's convenience and in convenient conditions is just not on. With the private car, roadside work is very much the exception.

He also faces evening and week-end work because of the natural desire of the haulier to have his vehicles serviced only at times when they cannot be earning him money.

Higher up the labour ranks, the industry has also been facing problems. Its labour relations have begun to worsen. Formerly, the industry's predominance of small operating units meant these were based on personal contacts between bosses and their drivers. Now, drivers are becoming more union organised, while the units, too, are becoming bigger. The old system can no longer work, but little has developed to replace it. In particular, the

industry generally lacks supervisors capable of bridging the gap between management and men.

With the growth of larger units and its, as it were, coming of age, it is also beginning to face a certain lack of management. Many of those at present in charge are self-made men; there is a problem in finding people able to take over. Here again, legislation has been passed which could materially affect the situation—the Transport Act, 1968, provided for compulsory licences for the 200,000 transport managers in private industry and road transport. But the relevant provisions of the Act appear to have been quietly dropped by the present Government.

On virtually all these fronts, the industry is now actively concerned with putting its house in order, both through its own organisations and in conjunction with the Road Transport Industry Training Board despite initial industry objections to the Board's structure which led to significant changes in the way it works.

About 100 group training associations have been set up by the industry and the Board over the past couple of years, catering mainly for drivers, and overcoming the training difficulties of small companies unable to finance or operate their own schemes. The groups achieve a pass rate of about 80 per cent. in the heavy goods vehicle driving tests, against a national average nearer 50 per cent.

Pilot scheme

But the groups cannot train people not in the scope of the ITB, such as drivers for manufacturing companies, and moves are in progress to extend their coverage. A pilot scheme has also been set up by the ITB to train unemployed men as drivers in areas where there is a shortage and where employers have been prepared to guarantee them jobs at the end of the training period.

In addition, the Road Haulage Association has met considerable success with its scheme introduced in May last year for the recruitment of trained drivers from the armed forces, particularly the Royal Corps of Transport.

Now, the industry is pressing the Government strongly, though with no success so far, for a reduction in the minimum age for heavy goods vehicle drivers.

The scheme, which is backed by the Confederation of British

Industry, the unions, the Freight Transport Association and the Road Haulage Association, would have a steep licence system, allowing year-olds to drive two-axle vehicles and 19- or 20-year-olds to take the wheel of multi-axle vehicles, leaving only articulated lorries barred to all those over 21.

That, the industry argues, would add to road safety through the creation of a proper career structure and the training of more responsible drivers by starting the training from the time they leave school. An apprentice system would link the train with his employer.

Closer links

A 17-year-old, the industry points out, may drive a potentially lethal clapped-out car van with no hindrance, yet forbidden—except in the services—to drive a checked and tested heavy goods vehicle.

As far as mechanics are concerned, the Training Board has set up liaison with technical colleges to encourage young people to take up apprenticeships in the industry, bringing some movement away from colleges' traditional concentration on car mechanics.

On-the-job training is fostered by ensuring employers have to have proper standards before they are entitled to grants from the ITB. Employers, too, are being encouraged to have closer links with colleges. In addition, many vehicle manufacturers run their own mechanical training courses.

The management side of the industry is at present less well covered. The Road Haulage Association runs one-week residential courses for managers covering management techniques, including industrial relations, personnel handling and so on. Through its area organisation, the RHA also runs regular short courses on such things as costing industrial relations.

It aims eventually to induce a proper career system here as well, again aimed at encouraging youngsters to enter the industry from school. I could come into operation next year, with companies in the industry following laid-down standards and complying with already drawn-up guidelines training and a suggested syllabus.

A register of companies meeting those approved standards would be set up. The hope is that the group training organisations would participate, with the whole thing could link with some sort of professional qualification through day-release study as well as on-the-job training.

That could possibly work too, with the introduction of transport managers' licences, a voluntary basis, though it might prove to be an important stumbling block.

Alongside the efforts of RHA come courses run by the Industry Training Board which, however, has not so far proved very successful in getting managers' attendance.

The biggest gap still left in training is with supervisors. The moment these tend to be drivers or former fitters, rather than acting as a bridge between the employed and employers, place themselves very much on the side of the former. On supervisory training the RFA has been working with the Institute of Transport but the drawing up of suitable courses has run into financial and syllabus problems.

Worries —(Cont'd)

Continued from previous page

implementing the price regulation proposals; and the number of community quotas so far authorised has been relatively very few.

In the other part—national haulage—progress with a common policy has been even more limited. In addition to requiring certain minimum standards of professional competence and financial reliability—but only from commercial hauliers, not from own-account operators, the proposals that have been made also envisage a form of capacity control which would apply directly to commercial haulage and, in certain circumstances, also to own-account operators. Within a 50-mile radius, commercial haulage would be free of restriction—except for any rules imposed by the national

authorities. Beyond 50 miles and within a 200-mile radius, commercial haulage would also be largely unrestricted. But, beyond that limit, licences to operate would be issued strictly on the basis of a quota.

The Dutch applied this enlightened approach to transport policy before we did. After entry, we will be able to add our voice to theirs in the attempts to secure a more liberal form of common transport policy. Nor are France and Germany likely to go on being prepared to underwrite the losses of their national railways on freight (as distinct from passenger) traffic. Sooner or later, the restrictive approach to road freight transport will wither in these countries and for the same reasons as it already has in this country and the Netherlands.

Minimum standard

These proposals are quite foreign to the system now operating in this country. There is now only one form of carrier's licensing. It is designed to ensure a minimum standard of quality in performance—particularly in maintenance and safety. It applies equally, with no recognisable distinction, to commercial hauliers and to own-account operators. And there is no attempt to curb competitive pressures upon the railways or to restrict competition in

ROAD HAULAGE III

Problems for state-owned parcels carriers

by RAY DAFTER

The three state-owned parcels carriers—the National Freight Corporation, British Rail and the Post Office—have been facing a hard time at their operations in the light of increasing competition from the private sector and their poor financial record.

Some of their problems are in common with those of carriers generally: rising costs and the depressed economic situation which is reflected in the amount of traffic available, for example. But on top of this the state-owned carriers are faced with the need to gauge accurately their financial position and the influence of the growing private sector. The Prices and Incomes Board which looked at NFC operations last year, accepted a realistic appraisal was difficult; that the definition of the market was imprecise because of the amount of distribution done by companies in their own fleets.

Private companies

A "pie graph" giving approximate market shares in the last NFC report published in July shows own-account carriers taking up well over half the parcel market and the state-owned carriers about one-sixth. The larger private companies have consolidated their position since the 1968 Transport Act led to the emergence of a new, but unknown, number of small operators often exempt from licensing or plating requirements and because of their up, able to offer cheaper rates.

The situation is further complicated by the growing trend to large wholesale and retail householders at the rates Post

Office charge I would soon be out of business."

Although there has been a good deal of speculation about the parcels activities being hived off, Mr. Ryland said in August he wished to put an end to these rumours, adding that the parcels service would be retained.

Investment in facilities for the Rail Express Parcels Service, including mechanised depots at Euston (London) and Manchester, was an indication of the valuable part the parcels undertaking was playing in the rail system, said a British Rail spokesman.

According to the Government the service handled 72m. packages in 1970, compared with 73m. the previous year, 75m. in 1968 and 86m. in 1965. While British Rail does not give profit and loss figures for the parcels business the Freight Integration Council pointed out that it seemed likely "that the services which include collection and delivery by road are making only a marginal contribution to total railway costs."

Nevertheless British Rail is actively promoting its parcels business as a significant and competitive enterprise.

Biggest changes

This brings us then to the NFC where the biggest operational changes could well occur. Talks are already well in hand with trade unions and other interested bodies over the future activities of the Corporation's main parcels carriers: BRS Parcels and National Carriers. Between them they last year handled 178m. packages (again the figure has been dropping in recent years); they have a total staff of 34,500 and fleets of some 12,000 vehicles.

While BRS Parcels made a profit of some £800,000 last year NCL, the former "rail sundries" division of British Rail lost £11.5m., covered by a £13.4m. Government grant. The grant is part of a £60m. fund on which the NCL can draw over a five-year period. NFC points out that it has been drawing less each year and that the performance of National Carriers has been improving steadily.

But the PIB report on the NFC published in January stated that the steps which National Carriers had taken to improve efficiency and reduce costs were far from sufficient to make the company profitable. Stronger measures were obviously needed.

The report made several suggestions: NCL should be run down to a skeleton network of major depots for road/rail interchange required for long distance rail trunking; it should

be transformed into an inter-city service abandoning all the outlying areas and cross-country routes to a slower BRS service; NCL should concentrate on larger, more awkward, parcels with BRS handling smaller packages; or the separate identities should be preserved only in areas where there was sufficient traffic to support two systems with BRS Parcels being given the leading role.

A merger of National Carriers and BRS Parcels has also been mooted as one of the possibilities of rationalisation.

Wide network

About two months ago the Corporation announced its own broad reorganisation proposals which differ from all of these suggestions. It sees National Carriers in the role of national distributor of parcels and small freight with a wide network of services and BRS Parcels concentrating on high-speed services over dense routes.

Announcing the move, Mr. Dan Pettit, chairman of NFC, said that extensive studies and appraisals of the market had revealed that over the last decade there had been a quickening movement away from standard network types of services towards services tailored to meet particular customer's or traffic needs. Many customers, however,

would always be seeking a service providing a national coverage, where goods could be put into a system at any point and delivered from any other. This segment required reliability and regularity rather than high speeds as its key factors. It appears that operationally National Carriers had the best base from which to tackle this task.

BRS Parcels, said Mr. Pettit, was well suited to provide high speed route specialisation demanding great flexibility in operation and management, and a staff capable of providing a uniquely special sort of service, tailor-made to customers' needs.

Incidentally, the companies of BEC (Specialised Services) within the Corporation, are likely to continue to concentrate on localised distribution. Such a shake-up in the parcels division will inevitably lead to some depot closures and a good number of redundancies (not as many as might have arisen with some of the other rationalisation suggestions however).

But, Mr. Pettit said, the plans presented the prospect of a rewarding and exciting partnership. The aim was to build on the individual strengths of the two main companies at the same time as eliminating the frustrations of competitive overlap and minimising the degree of human inconvenience and hardship.

Before you rent a Hertz van or truck these 21 points will be checked

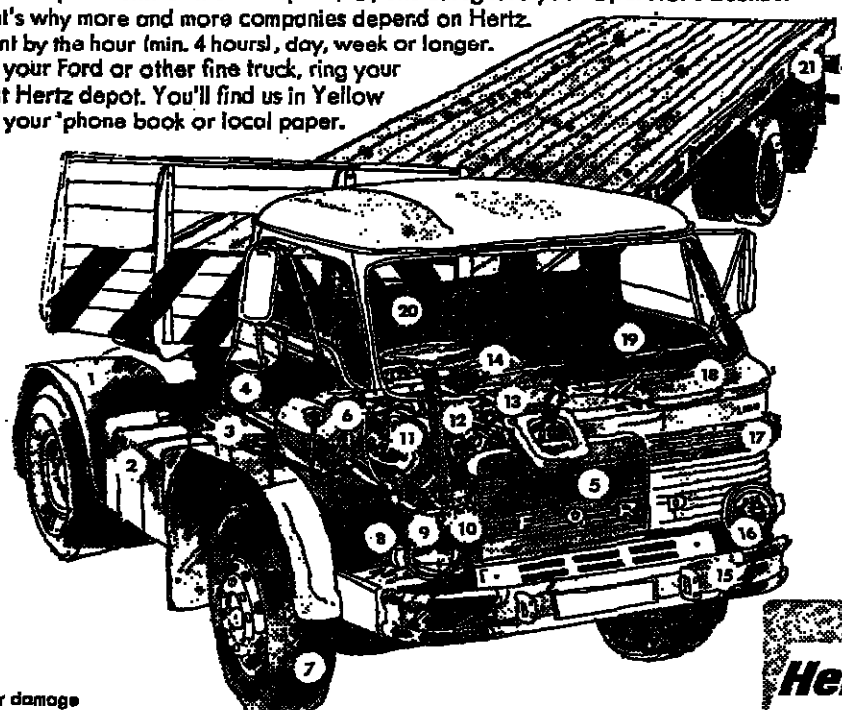
Only Hertz puts every van and truck through this 21-point check before every rental to ensure it is in excellent order.

The 21-point check certificate in the cab assures you that your Hertz vehicle will meet the requirements of the Transport Act, and safeguard your Operator's licence.

That's why more and more companies depend on Hertz.

We rent by the hour (min. 4 hours), day, week or longer.

For your Ford or other fine truck, ring your nearest Hertz depot. You'll find us in Yellow Pages, your phone book or local paper.



- 1 Check for damage (interior/exterior)
- 2 Fuel Tanks Full
- 3 Fluid Levels: Battery
- 4 Doors and locks
- 5 Fluid Levels: Radiator
- 6 Fluid Levels: Engine Oil
- 7 Tyres
- 8 Bodylamps
- 9 Brake Pedal Travel
- 10 Clutch Pedal
- 11 Engine, Note operation
- 12 Fluid Levels: Brake/Clutch

- 13 Handbrake Travel
- 14 Instrumentation, Horn and Wipers
- 15 Wash and clean interior/exterior
- 16 Headlamps
- 17 Indicators
- 18 Fluid Levels: Windscreen Washer
- 19 Window operation
- 20 PM Mileage Stickler
- 21 Check Stairlamps



Hertz is with you all the way



The Ipswich branch of BRS Parcels.

Losses from crime being reduced

JACK HAY

Incidence is growing among hauliers in Britain that are at last beginning to take real progress in their efforts to reduce their losses from crime, and in particular thefts.

Left now accounts for losses about £8m. a year, a figure which the operators still regard as high, but one which has been down dramatically in the few years.

There has also been a reduction in the number of vehicles stolen—from 4,063 in 1967 to last year. Thefts of

des from private premises dropped too from 1,305 in 1967 to 1,083 in 1970.

The Road Haulage Association feels that the situation is at least being contained but stress the need for proper measures mean employing the right people, and giving them the right facilities.

Radio equipment

is means that the driver can be secure at all times, that when he leaves his vehicle he can ensure that it is properly locked. Usually when he is on the road he should know that if he is attacked he can call on help immediately.

Currently over 3,000 commercial and private vehicles are equipped with radio equipment, areas where vehicles can be a two-way system which parked under guard. But the les-the driver to call for human factor is still dominant.

assistance. Large haulage firms and tobacco manufacturers were among the first to start using this facility.

An instance quoted by the advocates of the radio alarm system is that of an East London driver who, while being attacked by bandits, still managed to send out an alarm call. Another driver, in the same area, attacked in the early hours of the morning, sent out an alarm call, kept on driving and, arrived at his depot surrounded by police and workmen.

Telephone boxes

Damage to telephone boxes throughout the country is one of the problems which commercial vehicle drivers and owners must face. A driver who has to leave his vehicle for an extended period to find a telephone which is working is putting his load at risk.

The availability of the radio link has been extended to the Vehicle Observer Corps, so that a network of security cars can join in the search for hijacked vehicles when alerted.

The growing use of containers has helped to reduce the actual thefts from vehicles, but not of the theft of the vehicle itself.

According to the police the danger spots are, obviously, all-night stopping places and motorways.

While most drivers are willing to accept responsibility for their load, there are others who will quite willingly park in a side road. It is easy then for the "villains" to keep a check and eventually take the load away, especially if it is one as easily disposable as drink or cigarettes, the two favourite loads for the thieves.

To suggest that each load should have two drivers, and that a vehicle should never be left unattended, would add considerably to the cost.

Design is a factor which must be considered. Every vehicle on the commercial routes cannot be an armoured car. But designers of these vehicles must give consideration to the security of the load in relation to what is being carried.

This means that the driver must be given every facility for ensuring that his vehicle is safe, even for a short period.

Rest periods

Commercial vehicle operators should be prepared to sponsor car park attendants at the places where drivers must have their rest periods, and at no time should vehicles be allowed to park unattended on suburban roads.

A constant radio link where an expensive load is being carried has much to commend it. Costs, of course, would rise, but insurance companies might well be prepared to consider the benefits which would arise from the reduction in losses.

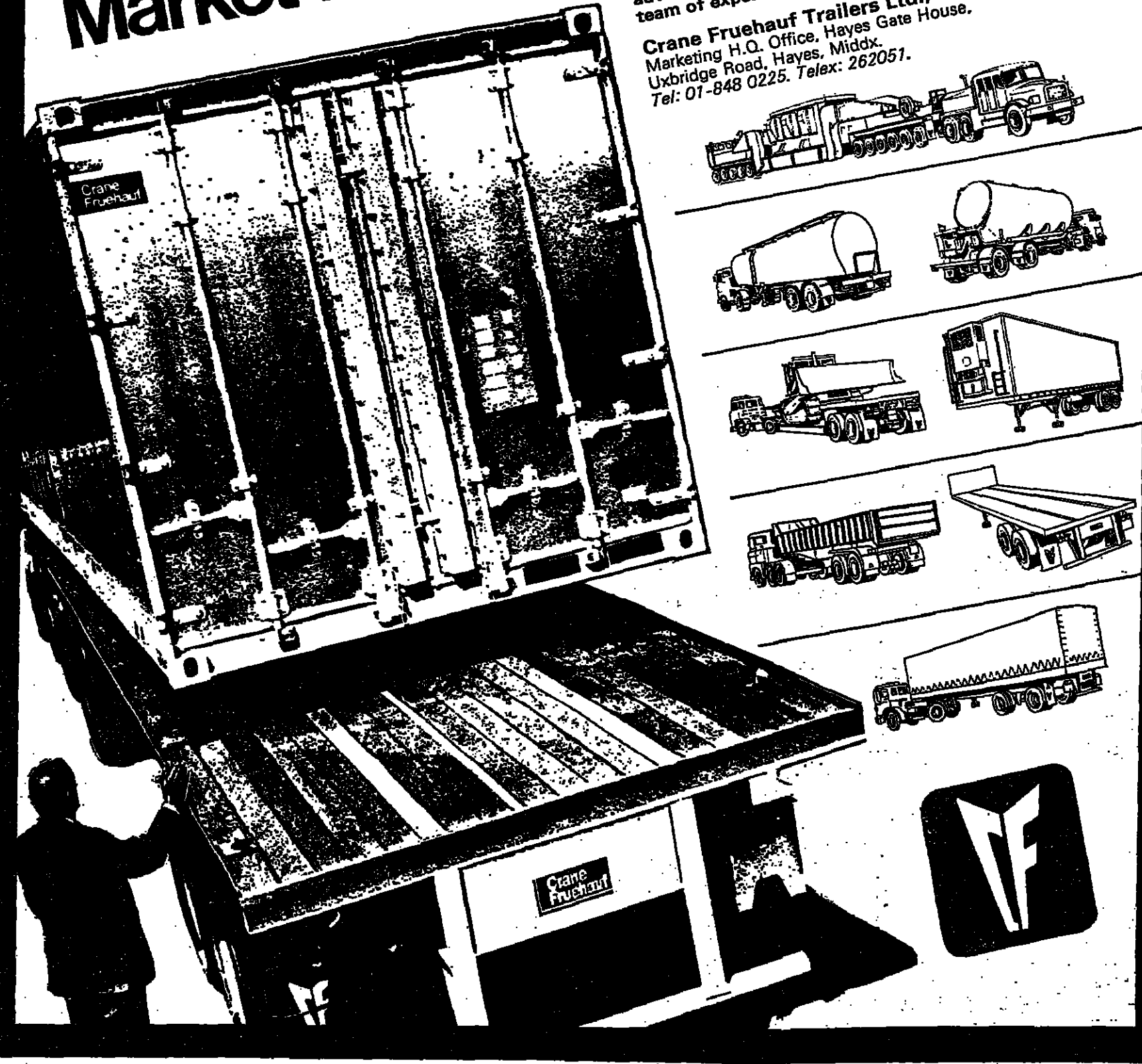
Crane Fruehauf

Trailer and Container Market Leaders

Crane Fruehauf are the acknowledged market leaders in Europe for the design and construction of semi-trailers and containers.

- The range of models is the largest in the world, and the most competitive.
- A CF support network of parts and service centres provides a thoroughly competitive and reliable back-up facility nationwide.
- Capital to finance trailer fleet expansion or renewal is available through Crane Western Finance Ltd., specialising in this particular field and providing maximum customer benefits right along the line.
- Anyone in the market for semi-trailers or containers, big quantities or small, cannot be better advised than first to consult Crane Fruehauf's team of experts.

Crane Fruehauf Trailers Ltd.,
Marketing H.Q. Office, Hayes Gate House,
Uxbridge Road, Hayes, Middx.
Tel: 01-848 0225. Telex: 262051.



ROAD HAULAGE IV

Designing for many types of operation

By JOHN DICKSON-SIMPSON

Transport cannot avoid frequent political interference. After all, it determines the efficiency of any economy.

Not that efficiency is by any means the only criterion by which political interference with transport is justified. If it were, articulated lorries would long ago have been allowed to gross up to 44 tons and lorries drawing trailers would have been allowed to total 56 tons. Some transport costs could have been cut by up to 20 per cent.

In the event, mistaken impressions that vehicles running at such weights would be bigger and attempt to negotiate other than main roads caused a wave of emotion strong enough to sway political opinion in favour of postponing indefinitely a decision on gross weight (not axle weight) uprating.

Consequently much of the excitement surrounding heavy-vehicle design has faded. Such top-weight lorries would always have been a minor section of the market, however, despite the glamour associated with them by the engineers.

Never wider

In any case, plenty of other challenges to designers have come storming on the heavy-truck scene in less than a year. Most of these challenges again arise from legislation both approved and imminent, but some come from realisation of changing market requirements. For one thing, the spread of distances covered by lorries has never been wider. At one extreme, the ability of the tractor part of an articulated vehicle to run a sort of relay, exchanging trailers, is being exploited by some operators to get as much as 120,000 miles a year out of tractors. At the other end of the spectrum, the greater incidence of feeder services to rail terminals, pipelines and local distribution is involving some heavy trucks in only 30,000 miles a year.

Once those extremes of operation are recognised by designers they realise that it becomes impossible to satisfy both

requirements with a single design. Hence, for the intensive long-distance operation an expensive long-life vehicle with a high cab is wanted. Yet for the low-mileage work a much cheaper and shorter-life vehicle with a low cab with easy entry is needed.

Ironically enough, it has been the foreign imports which have exemplified these two extremes of operation so far. But now the British are getting to grips with the situation.

In particular, the potential strength of the Seddon-Atkinson grouping is beginning to reveal itself. The Atkinsons—heavy-duty, reliable, long-life machines—are being retained for the intensive operation. For the low-mileage end of the market Seddon is introducing at the Scottish Motor Show a 205 h.p. V8-engined tractor for 32-ton operation at well under £5,000. Moreover, for the middle section of the market Seddon already has established models. So has British Leyland—and this large complex is also beginning to tackle the market extremes by introducing, first, the tall-cab Scammell Crusader tractor. Before long it is expected that the Scottish factory of Leyland will introduce a 32-ton tractor for the less rigorous operation.

Whatever the type of operation, reliability and easy servicing are top priorities. In the past there have been weaknesses on these matters, notwithstanding ideas such as tilting the whole cab forward to lay bare the engine for servicing. Paradoxically, though, it has been the most reliable vehicles which have been the least refined in terms of comfort, cab access, handling and noisiness. Because the competition in road transport is so fierce (especially since licensing by limitation of vehicle numbers has been abolished) lately where there has been a choice between operational economy and refined performance, it has been economy that has won. Hence the boom in sales of Atkinsons, ERFs and Fodens over the last few years. Hence also the fact that even in the economic recession it has

always been possible to sell vehicles powered by Gardner engines, which uniquely combine reliability with fuel economy.

Expensive spares

Yet it is not without significance that many heavy-truck users are buying heavy Swedish vehicles combining refinement with reliability—even though the spares are expensive. The point has not escaped the notice of the British makers. The big producers are busy trying to improve their vehicles' reliability. The smaller companies are busy improving their vehicles' handling and comfort. The latest ERF and Scammell designs, with their long springs, are prime current examples.

Powers are going up as well. This is not just because of forthcoming legislation to fix a minimum of 6 h.p. for every ton of gross weight. Most lorries now in production meet such a power requirement already.

More emphasis is being placed on acceleration and hill-climbing performance in a bid to achieve better average speeds now that heavy vehicles have a 60 mph speed limit on motorways as well as a 40 mph limit on other unrestricted roads. Also, the opinions of drivers have considerable influence over vehicle choice and it is easier to be popular with a driver if giving him a vehicle with a spirited performance.

Driver-worship is also part of the general effort being made to make it less deafening sitting alongside a diesel engine. This aspect has had to receive more serious attention since cruising speeds began to increase. It is not long since most heavy vehicles had a top speed of about 45 mph. Now the maximum speeds are in the 55 to 65 mph range. More gears (up to 15, and commonly 10) have helped, but there is no substitute, ultimately, for power. The makers of the problems are big, panning large-bore higher-rev-



A York Freightmaster semi-trailer van with a drawbar unit.

ing engines have aggravated the noise problem. Now impending legislation to quieten lorries has clinched the programme of efforts to chop noise levels. For the engine makers the problems are big,

and lengthy development is inevitable. In the meantime all the vehicle builders can do is block all the little gaps and order the sooner the economic arguments for heavier vehicles can be expected to hold sway.

Even the efforts made to date are to be rewarded by some interim concessions allowing more weight on short vehicles. Up to now the law has demanded vehicles of unworkable length to qualify for the maximum weights. There is now a real chance of lorries as compact as possible being used. This will make more economical and safer use of road space and will delight operators who have been forced to run vehicles longer than they would ordinarily have liked.

Progress towards preventing delays in turn-round

By RAY DAFTER

With distribution and warehousing contributing anything up to 40 per cent of the end selling price of an article it is obviously to everyone's benefit—the manufacturer, carrier and consumer—that the transportation chain should run as smoothly as possible. It has, therefore, been a matter of some frustration, indeed the bane of hauliers' lives, that bottlenecks and long delays have occurred at either end of this chain: the factory and the dockside in particular.

In the past few years considerable progress has been

made towards alleviating this problem. The swing away from conventional cargo towards goods carried in containers, on pallets or in bulk, for instance, has affected the situation while port authorities, manufacturing companies and hauliers have also been taking remedial action.

Perhaps the most marked improvements have been in the ports themselves where some of the biggest bottlenecks have occurred.

Hauliers have not been alone in suffering port congestion, however Mr. M. C. Kieft, direc-

tor of the Netherlands Steamship Company, told the International Cargo Handling Co-ordination Association this summer that a recent sounding made of the various experiences on a number of ships belonging to one liner operator trading to ports generally located in developing countries showed that during three months some 3,035 ship hours were lost. Among the causes of adverse effects he listed were restricted working hours in ports; port workers' and customs officers' working hours not running concurrently; tallying impeding a steady flow of cargo; stripping pallets alongside ship and lack of space in cargo sheds.

Although he was speaking as a shipowner some of these causes are also contributory to the hauliers' problem. To these one might add that many of the conventional berths, because of their age and design, are not conducive to swift vehicle throughput.

But, as already mentioned, the position is improving. Lorry appointment schemes, for example, have been introduced in a number of major U.K. ports including London, Liverpool, Southampton, Bristol and the Clyde.

The schemes are aimed at eliminating the "bottleneck" peaks in traffic, creating an even flow of lorries through a port complex and giving hauliers who have booked in their vehicles priority attention.

The National Ports Council commented: "It is clear that the congestion of lorries delivering cargo to ports has eased as a result of these schemes."

Officers of the NPC's research division had been working in the ports to promote the concept, with particular emphasis being laid on comprehensive information systems based on computers.

Obvious benefits

In London, where lorry drivers in the past have been known to wait two days for dockside attention, appointment schemes now cover almost all import and export services through the India and Millwall and the Royal groups of docks and some services at Tilbury.

The first experimental scheme was introduced in the Royal Docks in 1967 and the improvement soon became obvious. As a Port of London Authority spokesman commented: "Apart from the obvious benefits of a regular throughput of goods and the virtual elimination of long delays to road haulage vehicles the schemes have also helped to alleviate the problem of lorries being turned away. In the past lorries have been turned away because there was not a hope of them being worked during that day."

In London there are four booking periods to coincide with the docks' double shift working: 7-11 a.m.; 11 a.m.-2 p.m.; 2-5 p.m. and 5-9 p.m.

Hauliers make the point, however, that delays do occur at some ports during the transition from one shift to another and that it is difficult to find labour towards the end of the working day.

The appointment schemes referred to above are in the main geared to cargo handled in conventional break bulk form. Containerisation, a new, integrated and highly mechanised form of

cargo handling, has to a large extent developed its own scheduled feeding service either by road or rail. With goods being packed into containers at the factory, inland clearance depot or groupage depot the handling time for transfer of the cargo from lorry to quay and vice versa is kept to a minimum. Similarly containerised roll-on, roll-off has speeded the handling of goods.

Single unit

But even goods in a less unitised state, such as palletised cargo or packaged timber, greatly reduces the handling time (assuming the right mechanical handling equipment is available).

Port delays are usually caused by too many lorries turning up at the same time. Delays at the other end of the chain, the factory, warehouse or shop for instance, can just as easily be incurred by a single unit.

Lack of proper loading/unloading facilities; handling equipment and available manpower have often been criticised by the road hauliers.

Then there is the growing tendency for shops and factories to specify periods during which they will not accept deliveries, with the result that as little as 3½ days in a week are available.

This can lead to a bunching situation.

The road haulage industry is now increasingly seeking to recover the cost of delays through the imposition of demurrage charges on top of the normal haulage rates based on distance, weight and form of goods.

These penalty charges are supported by the Road Haulage Association which pointed out: "This demurrage cost does not vanish into thin air. Someone has to pay and we feel it should be those who are responsible."

The RHA also welcomed an extension of this charging scheme whereby companies, with factories, shops or warehouses, helping the haulier to provide a quick turn-round should have all or part of the demurrage charge returned in the form of a "bonus."

Such a "bonus" is useful because it provides a simple, rule-of-thumb, guide to the benefits of efficient cargo handling and the quick turn-round of vehicles. With storage and handling contributing to the cost of goods to such a large degree it is obviously an area which, if improved even more, could go some way towards offsetting the effect of increased manufacturing costs.

MOBILE YARD RAMP

Instant Loading Dock moves from job to job.

Container Loading facilities just where they're needed. No need to enlarge your Loading Bay—you can do without one altogether. Keep freight moving when old-fashioned Dock Levels are tied up. Reduce Fork Truck Driver time and increase Safety. One of the fastest ways to get Cargo in to Containers cutting Labour costs by up to 80%. Lightweight aluminium construction—all weather decking for outdoor use. Write for details to

Kayzar Farworth Packaging Ltd.
Swallow Street,
Stockport, SK1 3HL.
Tel. 061-450 1976.
London Office: Tel. 01-467 0115.



It's easy enough to choose a transport company - there are hundreds. But if you want real professionals ...

for total distribution systems call
silver roadways limited

Head Office: Ardesco House, Plaistow Refinery, North Woolwich Road, London, E16 2AG. Tel: 01-476 9711

Branches throughout the U.K.

Who can put 90 U.K. Transport Operations at your disposal ?



Your GREEN VAN MANAGER can!

Yes, of course he has his own local staff and equipment. But he also has the support of 89 other branches like his all over Britain. Branches strategically sited for fast inter-city trunking and delivery beyond... for collection and delivery of parcels... for warehousing of goods and subsequent distribution. Telex links put you as close to all this as you are to him—your local man. And he's the man you'll deal with.

AND A SPECIAL NOTE ON SPEED...
Main centres linked by direct rapid services (and we have 1,700 of them) normally permit 24/48 hours delivery. Outside main centres add another 1-2 days.
Ask your local Manager for details of your direct connections.

BRS PARCELS LTD



ROAD HAULAGE V

New licensing system increases competition

FRANK LYON, Road Haulage Association

During the passage through Parliament of the measure which became the Transport Act comparatively little attention was paid to what amounted to a revolutionary change in the structure of the road transport industry. The measure intended to encourage the good operator and drive the bad was unexceptional. Its fulfilment was taken as a matter of course. Perhaps only the hauliers had special reason to be apprehensive. The system of carriers' licensing which the Act shed required the operator to wish to carry for hire or to give some proof that services were required. Operators' licensing, which has been taken over, lays down strict criteria.

The licensing authority now makes up its mind whether an applicant has the facilities to look after his vehicles properly and is prepared and able to observe the many restrictions on the operation of those vehicles and his drivers. As a result, a satisfactory answer has been given, the operator is left to use his vehicles as he sees fit. Hauliers could only judge the effects of the change on the basis of their past experience. They were apprehensive on a number of points and it is already some evidence they were at least not mistaken.

Under the old system the licensing authorities were able to extend to balance supply and demand. Little or no capital was needed to start in road transport with a single vehicle and annual bankruptcy reports that even when there are a number of small hauliers fail to make for a more stable industry.

Always fierce competition on the other side of the coin of licensing was the price of entry into the industry. In spite of this there has been a general agreement that competition in the industry has been fierce. Many believe that under the new system it has become even fiercer. The current complaint that the industry may have too much competition but increased competition may be partly responsible. It can come from more than one quarter.

That the obstacles have been removed some individual hauliers are bound to consider the field of hire or if it suits their purpose. The effect on the road haulage industry might be serious. The trader who is a restricting factor but there have been numerous reports of small goods vehicles carrying substantial loads over long distances. These vehicles are exacting.



The new Seddon V-8 32 ton vehicle which sets a trend in weight-saving.

forward loads, leaving the difficult and unprofitable work to somebody else. If, in fact, nobody else is available, trade and industry in general would suffer, and particularly the vast majority of small traders who have no transport facilities of their own, apart from perhaps a small van. They have grown accustomed to making use of a haulier, whose main purpose is to serve them, rather than using another trader who may even be a competitor, with no particular interest in delivering their goods if it does not fit in with his own arrangements.

The prospect is not as black as it may seem. Many traders who have tried diversification into road haulage have become disillusioned. The high standards now required by the licensing authorities are intended to sort out the good from the bad. It should no longer be possible to run a fleet of lorries on a shoestring or on an easy-going basis. The road transport industry has become sternly professional almost overnight.

For every trader who is thinking of launching into road haulage, there may be two who have come to the conclusion that their business is to manufacture the goods. The carriage of those goods is another field of activity and it is wiser to entrust them to the expert, who among other things will face the task of keeping up to standard and the ignominy of conviction or other penalties if he fails.

Another new element in the road transport mix is the man with a van or light lorry with an unladen weight which does not exceed 30 cwt. For such a vehicle no operator's licence is required and the man who buys it can become a haulier overnight. The size of the vehicle is a restricting factor but there have been numerous reports of small goods vehicles carrying substantial loads over long distances. These vehicles are exacting.

also exempt from the annual visit to the official testing station where any deficiencies would soon be detected.

Double danger

There is a double danger to the public when a vehicle which has not had to satisfy an examiner is nevertheless running freely with loads for which it was not designed. It is subject to the much less onerous test given to private cars and its path may be less easy when the testing standard is improved. Hauliers have urged strongly that something more stringent than at present is required, and that licensing should be extended to the lighter vehicles or at any rate to the man with a fleet of them. The operator who needs a licence but does not hold one

may turn out to be the most serious menace. The extent of his activities is difficult to gauge since his success lies in evading the law and in not becoming a statistic. A reasonably accurate picture may emerge from an exercise which hauliers are carrying out for an associated purpose.

Objections to applications for a licence can be made by a small number of trade associations and trade unions in addition to local authorities and the police. The objection must relate to the unsatisfactory standards or conduct of the applicant. The objecting organisation must normally expect evidence to come from individual members. The Road Haulage Association is collecting by this means complaints about operators in general. An alarmingly large it.

Reliability is essential

By J. M. GUTTRIDGE, Freight Transport Association

Service and cost are the key items that users are certain to look for when choosing a haulier. The requirements of the Transport Act, 1968, and it is not surprising that the range of services demanded from the haulier has increased in recent years.

Some companies, while wishing to retain operational control, have hived off some technical aspects and changed from owning their own fleets to hiring vehicles, yet still provide their own drivers. Others, to cover the vehicle that is off the road for maintenance or following an accident, hire vehicles much in the same way as they might hire cars. Surprisingly, and with certain notable exceptions, it has not been the established hauliers that have provided the vehicles in this growth area but the car rental companies.

Other companies have opted out even further following the Transport Act and have gone over to a full contract hire operation with the haulier providing both the driver and the vehicle (often in the user's livery and specially equipped to handle the trader's traffic more efficiently).

Such specialised arrangements are still the exception rather than the rule, the bulk of road haulage being the traditional one of hiring the haulier's services as required and free of long-term contract. In choosing a haulier the user will want to check that the carrier's resources are adequate and favourable enough to meet all reasonable demands particularly at peak traffic periods. Frequency of collection, regularity and adherence to schedules, based on total transit time—these all need to be checked. Many users where large traffic flows are involved will look to the haulier to provide warehousing and local distribution facilities. A low labour turnover among the haulier's staff will help to ensure that products are properly handled.

In many trades the pattern of distribution is changing, couple of years, become much more sophisticated. The haulier is beginning to gain the benefit of an interim comparison exercise whilst the Freight Transport Association is launching a costs and rates advisory service. As a result of this F.T.A. service, users will be able to obtain cost movement information with which to evaluate a haulier's application for increased rates. One thing which users do not welcome is the announcement of a blanket rates increase. Costs vary according to the type of service required and users expect rates changes to reflect this.

Stability of a rate once settled is vital. Most companies, especially those selling to the consumer market, include transport in their recommended prices. Sudden and unforeseen rates increases can lead to product price increases with all that entails.

To mitigate such effects and achieve maximum economy, some large users are trying to introduce methods whereby a haulier is guaranteed traffic for a period of years. This would give the haulier time to plan for return loads which would provide the opportunity for the user to receive a compensatory lower initial rate for his commitment.

One of the perils of modern day transport is its attraction to the criminal world. Users, especially where high valued goods are involved, will want to be assured that the haulier is meticulous in engaging staff and takes all reasonable steps to ensure the safety of the goods in trust to him. Similarly, he will expect the haulier to handle his goods with care, for damage in transit can be costly in time and goodwill. Most reputable hauliers are likely to be offering Conditions of Carriage modelled on those of the State undertakings or the Road Haulage Association. Users, however, will be looking for a flexible attitude in their application so that where necessary, they can negotiate special terms to cover specific needs.

Sub-contracting

By and large users do not favour hauliers sub-contracting traffic which they have been offered. At the same time, sub-contracting can increase flexibility and give added economy, so the sensible haulier will make sure his customer is aware of his sub-contracting arrangements and approves them.

In the U.K. rates are settled in the market place of supply and demand—although Commercial Market entry could mean the introduction of a controlled (and not necessarily downward) rates structure. Rates

able cost.

Price increases

Stability of a rate once settled is vital. Most companies, especially those selling to the consumer market, include transport in their recommended prices. Sudden and unforeseen rates increases can lead to product price increases with all that entails.

To mitigate such effects and achieve maximum economy, some large users are trying to introduce methods whereby a haulier is guaranteed traffic for a period of years. This would give the haulier time to plan for return loads which would provide the opportunity for the user to receive a compensatory lower initial rate for his commitment.

Sub-contracting

By and large users do not favour hauliers sub-contracting traffic which they have been offered. At the same time, sub-contracting can increase flexibility and give added economy, so the sensible haulier will make sure his customer is aware of his sub-contracting arrangements and approves them.

In the U.K. rates are settled in the market place of supply and demand—although Commercial Market entry could mean the introduction of a controlled (and not necessarily downward) rates structure. Rates



The front runner

When you can point to 11,500 vehicles; fully equipped service bays, branch service stations and regional service centres; a complete national network of 200 regional branches; the facilities for instant warehousing; the capital resources for investing in specialised vehicles and warehousing on your clients' behalf... then you're beginning to look like Europe's largest haulier.

When you can talk about the most efficient vehicle and routing mix; the factors relevant to correct warehousing siting; effective research into product-tailored mechanical handling; flexible storekeeping methods...

When you can save a client's money by planning his distribution in total terms, then you're beginning to talk like Europe's largest haulier.

When you can anticipate your clients' demands by continually introducing new concepts of service—like Dockside Express, which avoids congestion at the docks by breaking down and collating consignments into individual ship loads, well before the docks are reached; Overnight Express, a dawn to dusk, depot to depot, high-speed delivery system; Nightpac, a retail delivery system which takes advantage of clear nocturnal roads; trunk-timed motorway deliveries... then you're beginning to act like Europe's largest haulier.

British Road Services Limited
Much more than just another haulier

Northway House, High Road, Whetstone, London N20 9ND. Tel: 01-446 1360.

KIRKSTALL's new D85-13-2 axle designed to drive the international heavies

The new D85-13-2 double reduction rear driving axle will carry a direct load of 13 tons (13000 kilos) and propel a gross combination weight of up to 38 tons (38000 kilos).

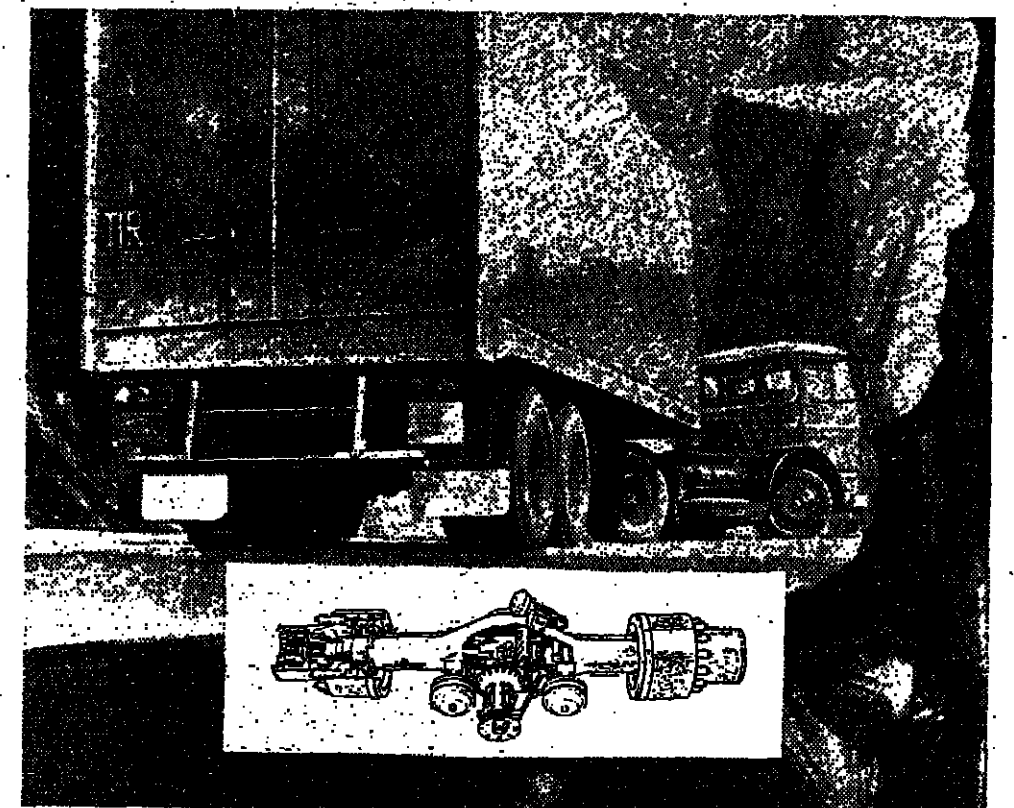
It has a pressed steel casing, spiral bevel differential/planetary hub gear. Differential fitted with air-operated lock, Kirkstall 154"x8" (394mm x 203mm) brakes, air-operated "S" cam type with slack adjuster levers.

The D85-13-2 is from the new Kirkstall range of Highway Truck Axles, a range which has a high degree of interchangeability of major components. Alternative sizes of single and double reduction differentials and planetary hub gears are available to give greater flexibility in maintenance and operational use. It is developments like these, backed by inherent engineering skills, that keep Kirkstall axles ahead in Europe.



KIRKSTALL FORGE Engineering Limited

Leeds LS5 3NF, England. Tel: Hordforth 4611 Telex: 55109
KIRKSTALL—THE AXLE PEOPLE



Chalk Cheese
Fast Slow
Reliable Unreliable
Careful Careless
Considerate Inconsiderate
Personal Impersonal

United Carriers ?

Ring or Write:
Jack Stanworth,
Commercial Director,
United Carriers,
Turnells Mill Lane,
Wellingborough,
Northants.
Wellingborough 5461-7

WALL STREET OVERSEAS MARKETS

Sharp widespread rally—Index up 14.6 Large assistance

BY OUR WALL STREET CORRESPONDENT

A SHARP broadfront rally developed on Wall Street today, when bargain hunters entered the Stock Market, and prices posted their strongest advance since the August 16 rally that followed news of President Nixon's new Economic Programme.

The Dow Jones Industrial Average opened 6.94 up at 854.25, moved steadily ahead to 862.58, for a net recovery of 14.60. The NYSE All Common Index rose 0.89 to 852.85, while volume expanded 1.20m. shares to 14.50m.

The rally was primarily technical as investors sought bargains in what was considered a "heavily oversold" Stock Market.

But also spurring the advance was a report by General Electric that the company's earnings for the third quarter would be 40 per cent. above last year's.

Also on the positive side was a report by the American Economic Association that consumer prices would probably be held to a 3 per cent. advance next year. Investors seemingly brushed aside news that new factors entered the picture in September after a 0.3 per cent. decline in August.

Of potential help to sentiment was news that consumer installment credit in September rose a record 8.9 per cent.

Another bull point was the fact that United States Trust, a commercial bank that manages \$10,000m. in trust assets, has increased its portfolio managers to step up the purchase of common stocks as a result of the recent market setback.

Motors were helped by better sales results for October. General Motors moved up \$2.14 to \$79.40, Ford rose \$1 to \$67.75.

Steels and Rails were generally higher, as were Chemical and Drug issues.

U.S. Steel improved \$1 to \$27.12, and Republic Steel gained \$1 to \$21.12, as did Bethlehem to \$25.

Airlines were helped by news that National Airlines, after 12 years, had entered into a new \$175m. credit agreement with its regular leading banks. Pan American put up \$1 to \$111.

Memorex shed \$1 to \$28.50, after the formation of a Government Commission to study creating several corporate entities from within IBM's corporate structure. IBM, which jumped \$7.14 to \$303, said there was no substance to the plot.

Natamex finished off \$1 at \$63.50, after trading around \$61 for most of the day. Disney added \$2 at \$106.12, and Levitz Furniture jumped \$5.12 to \$89.12. Xerox firmed \$2.12 to \$112.12.

International Nickel led the active list and rose \$1 to \$26.12, after a report that the company's earnings for the third quarter would be 40 per cent. above last year's.

U.S. Steel improved \$1 to \$27.12, and Republic Steel gained \$1 to \$21.12, as did Bethlehem to \$25.

Airlines were helped by news that National Airlines, after 12 years, had entered into a new \$175m. credit agreement with its regular leading banks. Pan American put up \$1 to \$111.

Memorex shed \$1 to \$28.50, after the formation of a Government Commission to study creating several corporate entities from within IBM's corporate structure. IBM, which jumped \$7.14 to \$303, said there was no substance to the plot.

Natamex finished off \$1 at \$63.50, after trading around \$61 for most of the day. Disney added \$2 at \$106.12, and Levitz Furniture jumped \$5.12 to \$89.12. Xerox firmed \$2.12 to \$112.12.

International Nickel led the active list and rose \$1 to \$26.12, after a report that the company's earnings for the third quarter would be 40 per cent. above last year's.

U.S. Steel improved \$1 to \$27.12, and Republic Steel gained \$1 to \$21.12, as did Bethlehem to \$25.

Airlines were helped by news that National Airlines, after 12 years, had entered into a new \$175m. credit agreement with its regular leading banks. Pan American put up \$1 to \$111.

Memorex shed \$1 to \$28.50, after the formation of a Government Commission to study creating several corporate entities from within IBM's corporate structure. IBM, which jumped \$7.14 to \$303, said there was no substance to the plot.

Natamex finished off \$1 at \$63.50, after trading around \$61 for most of the day. Disney added \$2 at \$106.12, and Levitz Furniture jumped \$5.12 to \$89.12. Xerox firmed \$2.12 to \$112.12.

International Nickel led the active list and rose \$1 to \$26.12, after a report that the company's earnings for the third quarter would be 40 per cent. above last year's.

U.S. Steel improved \$1 to \$27.12, and Republic Steel gained \$1 to \$21.12, as did Bethlehem to \$25.

Airlines were helped by news that National Airlines, after 12 years, had entered into a new \$175m. credit agreement with its regular leading banks. Pan American put up \$1 to \$111.

Memorex shed \$1 to \$28.50, after the formation of a Government Commission to study creating several corporate entities from within IBM's corporate structure. IBM, which jumped \$7.14 to \$303, said there was no substance to the plot.

Natamex finished off \$1 at \$63.50, after trading around \$61 for most of the day. Disney added \$2 at \$106.12, and Levitz Furniture jumped \$5.12 to \$89.12. Xerox firmed \$2.12 to \$112.12.

International Nickel led the active list and rose \$1 to \$26.12, after a report that the company's earnings for the third quarter would be 40 per cent. above last year's.

U.S. Steel improved \$1 to \$27.12, and Republic Steel gained \$1 to \$21.12, as did Bethlehem to \$25.

Airlines were helped by news that National Airlines, after 12 years, had entered into a new \$175m. credit agreement with its regular leading banks. Pan American put up \$1 to \$111.

Memorex shed \$1 to \$28.50, after the formation of a Government Commission to study creating several corporate entities from within IBM's corporate structure. IBM, which jumped \$7.14 to \$303, said there was no substance to the plot.

Natamex finished off \$1 at \$63.50, after trading around \$61 for most of the day. Disney added \$2 at \$106.12, and Levitz Furniture jumped \$5.12 to \$89.12. Xerox firmed \$2.12 to \$112.12.

International Nickel led the active list and rose \$1 to \$26.12, after a report that the company's earnings for the third quarter would be 40 per cent. above last year's.

U.S. Steel improved \$1 to \$27.12, and Republic Steel gained \$1 to \$21.12, as did Bethlehem to \$25.

Airlines were helped by news that National Airlines, after 12 years, had entered into a new \$175m. credit agreement with its regular leading banks. Pan American put up \$1 to \$111.

Memorex shed \$1 to \$28.50, after the formation of a Government Commission to study creating several corporate entities from within IBM's corporate structure. IBM, which jumped \$7.14 to \$303, said there was no substance to the plot.

Natamex finished off \$1 at \$63.50, after trading around \$61 for most of the day. Disney added \$2 at \$106.12, and Levitz Furniture jumped \$5.12 to \$89.12. Xerox firmed \$2.12 to \$112.12.

International Nickel led the active list and rose \$1 to \$26.12, after a report that the company's earnings for the third quarter would be 40 per cent. above last year's.

U.S. Steel improved \$1 to \$27.12, and Republic Steel gained \$1 to \$21.12, as did Bethlehem to \$25.

Airlines were helped by news that National Airlines, after 12 years, had entered into a new \$175m. credit agreement with its regular leading banks. Pan American put up \$1 to \$111.

Memorex shed \$1 to \$28.50, after the formation of a Government Commission to study creating several corporate entities from within IBM's corporate structure. IBM, which jumped \$7.14 to \$303, said there was no substance to the plot.

Natamex finished off \$1 at \$63.50, after trading around \$61 for most of the day. Disney added \$2 at \$106.12, and Levitz Furniture jumped \$5.12 to \$89.12. Xerox firmed \$2.12 to \$112.12.

declined \$1 to \$14.14 and Topper Bradley lost \$1 to \$33.14. Tonka gave up \$1 to \$12.14. But Mattel added \$1 to \$23.14.

The American SE recorded 20 cents to \$24.60 in a volume of 3.67m. (3.39m.) shares.

Banister Continental led the active list but lost \$1 to \$11.14. Lorraine steels and the prospect of layoffs at Nottel-Celot.

Electrical showed the heaviest losses, and TRT, along with Hachette in Publishing Houses were temporarily suspended from trading.

Chiers and De Wendel eased in Steels, while Perenc dropped sharply despite its 53 per cent. rise in half-year profit.

Pochin, Michelin, Cyl-Byl, Boute, and CIC were also weak, but Constructions were comparatively steady.

German stocks eased in a lower Foreign sector. U.S. stocks also eased, after the Committee on Interest and Dividends recommendation on limited dividend increases.

GERMANY—Markets rallied somewhat. Dealings in Audi-NSU suspended pending an announcement.

from Volkswagenwerk. Audited NSU unofficially quoted at DM18.50, against Tuesday's close of DM13.30.

Leading Chemicals firmed up to DM23.00, led by Hoechst, while Siemens added DM3 in Electricals.

Deutsche Bank more sharply, against DM15.50. Glassstoff and Goldschmidt exceptionally declined by DM14 and DM3 respectively.

Bonds were well maintained, with Public issues fluctuating narrowly.

BRUSSELS—Lower levels, although Cockerill gained Frs.20. Sofina, Union Miniere, Katanga, and A.C.E. each added.

Germans were steady, after the Royal Dutch and Philips each firmed.

AMSTERDAM—Internationals to stage a modest technical recovery, with Unilever up Fls.12 and Royal Dutch up Fls.2.3.

Plantations edged higher, but Shippings were lower again. In local Industrials, losses outnum-

bered declines. But Lucas Bols, Elsevier, Heineken and Haarden- Chemie each staged a fair recovery. OCE-Van der Grinten further declined Fls.2.

STOCKHOLM—Irregular trend, SWITZERLAND—Markets were somewhat firmer. In the Local sector small advances were seen over a broad front, led by Bear-

shares of Ciba-Geigy and Nestle, and also by Louza, Sandoz and Sulzer.

Alusuisse, however, closed barely steady following its lower profit forecast. Financials closed firmer, while leading Banks were barely changed.

Foreign issues generally advanced, with Dollar stocks slightly higher. International Dutch issues firmed, led by Royal Dutch. Germans closed steady in light trading.

MILAN—Quietly lower. Montedison fell Lit.12.75 but Eni firmed Lit.21. Fiat eased, despite President Giovanni Agnelli's forecast of improved profitability for 1971. Pirelli gained Lit.16.

Bonds generally firmed.

TOKYO—Closed yesterday for the Chukyo Day holiday.

OSLO—Banks were steady. Ship-

plugs barely steady, while insurance and Industrials were easier.

VIENNA—Generally maintained, during the afternoon was mixed, with a slight majority of small issues.

CHINA—Falls outnum-

bered rises three-to-two. In moderately quiet trading. Several sharp losses were recorded among mining and Oil stocks, while

at \$9.75, down 20¢ for the year. The report on the Kingfish-B plan-

form. Posedon lost \$3 to \$12.80 and Western Mining 16 cents to \$6.40.

low of \$2.12, while Sealeast was 13 cents lower at \$1.12 after its quarterly report.

Whit Creek traded at \$2.50 after the close of the annual report.

Broken Hill shed 7 cents to \$2.05 and Consolidated Gold were 20 cents lower at \$4.75.

CRA ran into selling and dropped 44 cents to \$3.10.

Magellan fell another 15 cents to \$7 cents to 17 cents following Tuesday's report that the Salfish Well had encountered volcanics.

Woodside and Mid-

conazole slipped 12 cents to \$2.88.

JOHANNESBURG—Market firmed in the afternoon, reflecting overseas interest. Golds and Mining Financials moved ahead.

Beers also rose in Diamonds. Metals remained depressed, however.

Banks and Collieries were easier, as were Industrials.

Bank Rate 5% (Sept. 2, 1971) over Exchequer disbursements available funds at the close were \$1.50 billion.

Credit was in short supply in the Discount market yesterday, with the Treasury bill market and run down in the inter-bank market over-

night loans opened at 44-44 per cent. and fell to 44 per cent. Treasury bills from the houses for day-to-day loans in the morning one point before finishing at 44 per cent.

An excess of revenue payments ing and with little fresh money \$1 per cent.

Nov. 3

Nov. 3

Nov. 3

OTHER MARKETS

Canada moves up

Canadian Stock Markets also moved sharply higher in light

trading participated in the upward volume yesterday, when all sec-

torial indices rose. The Toronto 300 Index rose 2.40, to 852.85.

Base Metals 1.23, Utilities 1.36, Golds 0.97 and Papers 0.55.

Superfund, which is negotiating a merger with BP, advanced \$4

to \$22.14.

Also on the positive side was a report by the American Economic Association that consumer prices would probably be held to a 3 per cent. advance next year. Investors seemingly brushed aside news that new factors entered the picture in September after a 0.3 per cent. decline in August.

Of potential help to sentiment was news that consumer installment credit in September rose a record 8.9 per cent.

Another bull point was the fact that United States Trust, a commercial bank that manages \$10,000m. in trust assets, has increased its portfolio managers to step up the purchase of common stocks as a result of the recent market setback.

Motors were helped by better sales results for October. General Motors moved up \$2.14 to \$79.40, Ford rose \$1 to \$67.75.

Steels and Rails were generally higher, as were Chemical and Drug issues.

U.S. Steel improved \$1 to \$27.12, and Republic Steel gained \$1 to \$21.12, as did Bethlehem to \$25.

Airlines were helped by news that National Airlines, after 12 years, had entered into a new \$175m. credit agreement with its regular leading banks. Pan American put up \$1 to \$111.

Memorex shed \$1 to \$28.50, after the formation of a Government Commission to study creating several corporate entities from within IBM's corporate structure. IBM, which jumped \$7.14 to \$303, said there was no substance to the plot.

Natamex finished off \$1 at \$63.50, after trading around \$61 for most of the day. Disney added \$2 at \$106.12, and Levitz Furniture jumped \$5.12 to \$89.12. Xerox firmed \$2.12 to \$112.12.

International Nickel led the active list and rose \$1 to \$26.12, after a report that the company's earnings for the third quarter would be 40 per cent. above last year's.

U.S. Steel improved \$1 to \$27.12, and Republic Steel gained \$1 to \$21.12, as did Bethlehem to \$25.

Airlines were helped by news that National Airlines, after 12 years, had entered into a new \$175m. credit agreement with its regular leading banks. Pan American put up \$1 to \$111.

Memorex shed \$1 to \$28.50, after the formation of a Government Commission to study creating several corporate entities from within IBM's corporate structure. IBM, which jumped \$7.14 to \$303, said there was no substance to the plot.

Natamex finished off \$1 at \$63.50, after trading around \$61 for most of the day. Disney added \$2 at \$106.12, and Levitz Furniture jumped \$5.12 to \$89.12. Xerox firmed \$2.12 to \$112.12.

International Nickel led the active list and rose \$1 to \$26.12, after a report that the company's earnings for the third quarter would be 40 per cent. above last year's.

U.S. Steel improved \$1 to \$27.12, and Republic Steel gained \$1 to \$21.12, as did Bethlehem to \$25.

Airlines were helped by news that National Airlines, after 12 years, had entered into a new \$175m. credit agreement with its regular leading banks. Pan American put up \$1 to \$111.

Memorex shed \$1 to \$28.50, after the formation of a Government Commission to study creating several corporate entities from within IBM's corporate structure. IBM, which jumped \$7.14 to \$303, said there was no substance to the plot.

Natamex finished off \$1 at \$63.50, after trading around \$61 for most of the day. Disney added \$2 at \$106.12, and Levitz Furniture jumped \$5.12 to \$89.12. Xerox firmed \$2.12 to \$112.12.

International Nickel led the active list and rose \$1 to \$26.12, after a report that the company's earnings for the third quarter would be 40 per cent. above last year's.

U.S. Steel improved \$1 to \$27.12, and Republic Steel gained \$1 to \$21.12, as did Bethlehem to \$25.

Airlines were helped by news that National Airlines, after 12 years, had entered into a new \$175m. credit agreement with its regular leading banks. Pan American put up \$1 to \$111.

Memorex shed \$1 to \$28.50, after the formation of a Government Commission to study creating several corporate entities from within IBM's corporate structure. IBM, which jumped \$7.14 to \$303, said there was no substance to the plot.

Natamex finished off \$1 at \$63.50, after trading around \$61 for most of the day. Disney added \$2 at \$106.12, and Levitz Furniture jumped \$5.12 to \$89.12. Xerox firmed \$2.12 to \$112.12.

International Nickel led the active list and rose \$1 to \$26.12, after a report that the company's earnings for the third quarter would be 40 per cent. above last year's.

U.S. Steel improved \$1 to \$27.12, and Republic Steel gained \$1 to \$21.12, as did Bethlehem to \$25.

Airlines were helped by news that National Airlines, after 12 years, had entered into a new \$175m. credit agreement with its regular leading banks. Pan American put up \$1 to \$111.

Memorex shed \$1 to \$28.50, after the formation of a Government Commission to study creating several corporate entities from within IBM's corporate structure. IBM, which jumped \$7.14 to \$303, said there was no substance to the plot.

Natamex finished off \$1 at \$63.50, after trading around \$61 for most of the day. Disney added \$2 at \$106.12, and Levitz Furniture jumped \$5.12 to \$89.12. Xerox firmed \$2.12 to \$112.12.

International Nickel led the active list and rose \$1 to \$26.12, after a report that the company's earnings for the third quarter would be 40 per cent. above last year's.

U.S. Steel improved \$1 to \$27.12, and Republic Steel gained \$1 to \$21.12, as did Bethlehem to \$25.

Airlines were helped by news that National Airlines, after 12 years, had entered into a new \$175m. credit agreement with its regular leading banks. Pan American put up \$1 to \$111.

Memorex shed \$1 to \$28.50, after the formation of a Government Commission to study creating several corporate entities from within IBM's corporate structure. IBM, which jumped \$7.14 to \$303, said there was no substance to the plot.

Natamex finished off \$1 at \$63.50, after trading around \$61 for most of the day. Disney added \$2 at \$106.12, and Levitz Furniture jumped \$5.12 to \$89.12. Xerox firmed \$2.12 to \$112.12.

International Nickel led the active list and rose \$1 to \$26.12, after a report that the company's earnings for the third quarter would be 40 per cent. above last year's.

U.S. Steel improved \$1 to \$27.12, and Republic Steel gained \$1 to \$21.12, as did Bethlehem to \$25.

Airlines were helped by news that National Airlines, after 12 years, had entered into a new \$175m. credit agreement with its regular leading banks. Pan American put up \$1 to \$111.

Memorex shed \$1 to \$28.50, after the formation of a Government Commission to study creating several corporate entities from within IBM's corporate structure. IBM, which jumped \$7.14 to \$303, said there was no substance to the plot.

Natamex finished off \$1 at \$63.50, after trading around \$61 for most of the day. Disney added \$2 at \$106.12, and Levitz Furniture jumped \$5.12 to \$89.12. Xerox firmed \$2.12 to \$112.12.

International Nickel led the active list and rose \$1 to \$26.12, after a report that the company's earnings for the third quarter would be 40 per cent. above last year's.

U.S. Steel improved \$1 to \$27.12, and Republic Steel gained \$1 to \$21.12, as did Bethlehem to \$25.

Airlines were helped by news that National Airlines, after 12 years, had entered into a new \$175m. credit agreement with its regular leading banks. Pan American put up \$1 to \$111.

Memorex shed \$1 to \$28.50, after the formation of a Government Commission to study creating several corporate entities from within IBM's corporate structure. IBM, which jumped \$7.14 to \$303, said there was no substance to the plot.

Natamex finished off \$1 at \$63.50, after trading around \$61 for most of the day. Disney added \$2 at \$106.12, and Levitz Furniture jumped \$5.12 to \$89.12. Xerox firmed \$2.12 to \$112.12.

International Nickel led the active list and rose \$1 to \$26.12, after a report that the company's earnings for the third quarter would be 40 per cent. above last year's.

U.S. Steel improved \$1 to \$27.12, and Republic Steel gained \$1 to \$21.12, as did Bethlehem to \$25.

Airlines were helped by news that National Airlines, after 12 years, had entered into a new \$175m. credit agreement with its regular leading banks. Pan American put up \$1 to \$111.

Memorex shed \$1 to \$28.50, after the formation of a Government Commission to study creating several corporate entities from within IBM's corporate structure. IBM, which jumped \$7.14 to \$303, said there was no substance to the plot.

Natamex finished off \$1 at \$63.50, after trading around \$61 for most of the day. Disney added \$2 at \$106.12, and Levitz Furniture jumped \$5.12 to \$89.12. Xerox firmed \$2.12 to \$112.12.

International Nickel led the active list and rose \$1 to \$26.12, after a report that the company's earnings for the third quarter would be 40 per cent. above last year's.

U.S. Steel improved \$1 to \$27.12, and Republic Steel gained \$1 to \$21.12, as did Bethlehem to \$25.

Airlines were helped by news that National Airlines, after 12 years, had entered into a new \$175m. credit agreement with its regular leading banks. Pan American put up \$1 to \$111.

Memorex shed \$1 to \$28.50, after the formation of a Government Commission to study creating several corporate entities from within IBM's corporate structure. IBM, which jumped \$7.14 to \$303, said there was no substance to the plot.

Natamex finished off \$1 at \$63.50, after trading around \$61 for most of the day. Disney added \$2 at \$106.12, and Levitz Furniture jumped \$5.12 to \$89.12. Xerox firmed \$2.12 to \$112.12.

International Nickel led the active list and rose \$1 to \$26.12, after a report that the company's earnings for the third quarter would be 40 per cent. above last year's.

U.S. Steel improved \$1 to \$27.12, and Republic Steel gained \$1 to \$21.12, as did Bethlehem to \$25.

Airlines were helped by news that National Airlines, after 12 years, had entered into a new \$175m. credit agreement with its regular leading banks. Pan American put up \$1 to \$111.

Memorex shed \$1 to \$28.50, after the formation of a Government Commission to study creating several corporate entities from within IBM's corporate structure. IBM, which jumped \$7.14 to \$303, said there was no substance to the plot.

Natamex finished off \$1 at \$63.50, after trading around \$61 for most of the day. Disney added \$2 at \$106.12, and Levitz Furniture jumped \$5.12 to \$89.12. Xerox firmed \$2.12 to \$112.12.

International Nickel led the active list and rose \$1 to \$26.12, after a report that the company's earnings for the third quarter would be 40 per cent. above last year's.

BRITISH FUNDS CANADIANS E.T. SHARE INFORMATION SERVICE ENGINEERING AND METAL—Gen. Cont. HOTELS AND CATERERS—Continued

BRITISH FUNDS									
High	Low	Stock	Closing	Div.	Yield	High	Low	Stock	Closing
"Shorts" (Rises up to Five Years)									
100.00	99.00	100.00	99.00	100.00	99.00	100.00	99.00	100.00	99.00
Five to Fifteen Years									
Over Fifteen Years									
Undated									
INTERNATIONAL BANK									
CORPORATION BONDS									
COMMONWEALTH AND AFRICAN BONDS									
PUBLIC BOARD AND OTHER LOANS									
FOREIGN BONDS & RAILS									
London U.S. Dollar and DM Issues									
AMERICANS									
CANADIANS									
E.T. SHARE INFORMATION SERVICE									
BUILDING INDUSTRY—Continued									
DRAPERY AND STORES—Continued									
ELECTRICAL AND RADIO									
HOTELS AND CATERERS—Continued									
INDUSTRIALS (Miscellaneous)									
FOOD, GROCERIES, ETC.									
HOTELS AND CATERERS									

Recent issues and "Rights" Page

هكذا من الأصل

[illegible]

BRIMS

Building & Civil Engineering
Contractors

NEWCASTLE UPON TYNE

TEESSIDE

NOTTINGHAM

SOUTHAMPTON

A member of the Swan Hunter Group

Lombard

Orderly
marketing
to avert
trade war

BY C. GORDON TETHER

WHEN the Imperialist Powers discovered in the later nineteenth century that the land available for further expansion of their empires was beginning to become so limited that competition for it was apt to bring them into constant conflict with one another, there were suggestions that the sensible thing to do would be to share out what was left on an amicable basis.

Japan's recent decision to invite European countries to subscribe to the "orderly marketing concept" her business leaders have evolved suggests that the Affluent World's export-empire building obsession is now entering a similar phase. This being so, it has a significance far greater than seems to have been generally recognised in Europe—where it appears to have been mostly seen as an attempt by the Japanese to assure themselves of reasonable access to new European markets to replace lost American business by promising to behave in gentlemanly fashion there.

Saturation

International trade has expanded at a much faster pace than world economic activity in the round during the past ten to twenty years. But it always seemed certain that it would become more and more difficult to keep up this performance as the demand for consumer goods in the advanced countries moved towards saturation point. And the presumption was that the fight for markets by industrial systems that had almost all been geared to treat the maximisation of their sales abroad as first priority would then become much more bitter.

The fact that the latest U.S. growth phase failed to produce an expansion in internal demand large enough to prevent increased foreign penetration of the home market generating major embarrassments for home producers can be seen as an indication that we may now be coming up to that point. So can the deep concern which the Nixon Administration's decision to rush to the defence of the home side with an import surge and devaluation of the dollar has sparked off elsewhere.

Japan's worry

It is understandable that the Japanese should have been quick off the mark in putting forward the idea that a concerted effort should now be made to prevent competition for export outlets producing an all-out war during the next phase of world trade growth. For one thing, they have already gained a certain amount of experience with the "orderly marketing" method of keeping on good terms with their trading partners. For another, the American measures will have a particularly marked impact on their exports.

Then again, the Japanese population has not moved at the speed that might have been hoped to turn the country's spectacular economic progress to account for raising its living standards. So a fast growth momentum can only be maintained, while waiting for it to catch on, by continuing to put a big emphasis on exports.

Above all, the "orderly approach" to their economic problems has served the Japanese so well at home that it is not unnatural that they should think in terms of trying to get the rest of the world to take an interest in it as a means of warding off an international trade war that could have damaging effects all-round.

Free trade

The idea that countries should reach understandings not to tread painfully on one another's toes is manifestly foreign to industrial communities like our own that have been encouraged to believe that the greatest good lies in engaging in the freest competition with no holds barred that they will want to examine it carefully. And so, indeed, they should do. After all, it is arguable that, even when operated with the best intentions, such arrangements are capable of working against the public interest, while the possibility that the intentions will not always be worthy has also to be taken into account.

On the other hand, if there is one thing that emerges clearly from the recent turn in world economic affairs, it is that the classical free trade argument that every country should produce only what it can produce most cheaply has only a limited acceptance for practical purposes in the world of to-day. If a certain amount of protectionism has to be accommodated, as it seems it must be, the sensible thing to do is to consider all possible ways of limiting its more harmful effects. Japan's "orderly marketing concept" idea is clearly one with obvious appeal.

THE LEX COLUMN

Batteries, buoyancy and bids

So Chloride left itself a little leeway, both when it estimated first-half profits at around £3.6m. pre-tax and in its forecast of a rise of more than 50 per cent. for the year. The half-time figure is now reported at £3.7m. and the year's target is £8m., 64 per cent. up on 1970-71. That takes prospective earnings up to 10.5p a share, fully diluted, and the p/e down to 14.4 at 152p, up another 7p yesterday.

Chloride has also set a considerable target for Oldham, considering that last month's agreed merger terms were arrived at after taking estimated 1971-72 profits for both into account. If that really means what it says, and given that Oldham adds 14.4 per cent. to the ultimate Chloride equity, the Oldham needs to earn around £685,000 against £364,000 in 1970-71 (net attributable after preference dividends) to avoid dilution for the bidder. One must wonder whether that sort of performance would not be even more valuable to Cariton Industries which has 25

per cent. of Oldham already, and all the currency it needs in an historic fully diluted p/e of 22 at 112p—not to mention the cash generated by selling Sanitas and Rimmel over the past 18 months. The market, however, seems unimpressed with this argument; Oldham closed at 47½p last night, 5p below the Chloride offer.

Chrysler U.K.

The loss of £5.2m. in the first six months from Chrysler has given way to a profit of £2.3m. in the half year to July, so that the turnaround for the 12 months amounts to £10.7m. after last year's £13.3m. loss. The relevance of the second half profit rate is that it should give some indication of what the ultimate Chloride equity, group could make in a full normal year, since the price was almost entirely strike free, and a 38 per cent. rise in vehicle sales (27 per cent. by value) should have brought Chrysler up to fully normal capacity utilisation for the season. The period did, it is true, have the exceptional benefit of the Ford

strike, but not of the post-July boom. Since the six months to January are seasonally the less profitable, the apparent conclusion is that Chrysler U.K. is not, in its present form, capable of making more than £5m. pre-tax, which is not much for £29m. of Preferred and Ordinary capital. But that is merely a measure of the management challenge. The message, if any, for British Leyland should lie in Chrysler's second half turnaround (£5.6m. ex accounting changes) as a percentage of the sales gain of £31m. The same margin for B.L.E. would give it a surplus of £35m. on a 30 per cent. second half sales increase—before the launching costs of the Marina.

Thos. W. Ward

Last year marked the breakthrough for Thos. W. Ward from its stagnant earnings record through the 1960's, and the accounts give a cosy feeling about 1971-72 as well. Growth in cement—last year's power-house taking the construction contribution up to 35 per cent

of profits—may be held back by less favourable fuel contracts, but there is plenty of demand for aggregates. Iron and steel has performed steadily so far this year: with scrap availability easing as the initial rush for export materials fizzles out, this profits source (29 per cent. last time) looks safe enough. A second half bounce in engineering represented more than just a strike-free period, and falling development costs and reasonable demand make this the current year's main growth hope.

Weather permitting, then, something like 34p per share may be a reasonably sound earnings bet for 1971-72, up from 29p. But the recent share price strength may have owed as much to a clearer understanding of Ward as a group as to immediate earnings potential. This applies especially to engineering, previously dismissed—with reason—as a higgledy-piggledy collection of companies, often too small to have any worthwhile potential but taking up well over a third of capital employed. A reshaping process has left three main product areas, two of which—wire-drawing machinery and railway siding equipment—have dominant home market shares. The former may have made roughly £200,000 last time, and the opening up of the steel tyre cord market could, according to some estimates, treble sales in the next four years. Against this sort of background, a prospective p/e of under 11 at 353p, has further re-rating possibilities.

Readicut
The quality of Readicut's first-half performance, with profits up from £854,000 to £1,050m. pre-tax, lies in the fact that the first six months of last year were boosted by a new mail order policy for its rug kits. This time, there was a hangover from the postal strike and it took a turnaround from red to black in the 23 shops Readicut still has—down from 32 at one stage—to produce a small improvement in the retail side of the business. The main boost, obviously, came from the Firth

acquisition beginning to pay its way—domestic carpets benefiting from the consumer boom plus cost-control and—carpet getting the volume, and continuity, of throughput that means everything to this sort of business.

The question now is why forecasts of £3m. against £2.5m. for the year were floating around yesterday. Given that the postal and Ford strikes might have cost Readicut £400,000 in the second half of last year, in theory it should be able to make £3.1m. for 1971-72 with no organic growth in the second six months. The answer seems to be caution, inspired by a number of possibilities: direct mail order relies on newspaper advertising, and there were the newspaper stoppages at the end of September; there is some apprehension that costs may catch up with the carpets division in the New Year and the car carpet side does have its customers' labour record to worry about. The market, however, has nothing to fear since even £3m. produces earnings of 3½p for a p/e of 14½ at 51p.

First commercial radio station opens in 1973

BY ARTHUR SANDLES

BRITAIN'S first commercial radio station will be on the air in 1973. The Sound Broadcasting Bill, published last month, indicates that the precise form of U.K. local independent radio is still very much in the hands of the Independent Broadcasting Authority, which has to decide on wavelengths, the number and location of stations, and ownership.

It is in the area of ownership that the Bill holds the most surprises. No limit is placed on multiple ownership of stations and there is no bar to networking of programmes, provided local content is maintained. The Bill does not set standard guidelines for radio, but since it is in essence an amendment to the 1964 Television Act, radio will be under the same quality control as commercial television. Contracts will be on a three-year "rolling" basis with franchisees losing the area if they misbehave and ignore IBA warnings.

There is little here about the news service which commercial broadcasting will be expected to provide. In fact, Mr. Christopher Chataway, Minister of Posts and Telecommunications, will make a separate commercial statement on commercial radio news when the Second Reading of the Bill takes place, although there is no date for this yet.

Mr. Chataway has given the IBA (which remains the Independent Television Authority until the Bill is passed) wide-spread powers. It will allocate stations and set rentals as well as decide on hours, the amount of advertising, form of programming, and range of the stations. The Minister's final power is that he allocates frequencies to the IBA and can withhold them if he chooses.

Mr. George Hole, BAA chief executive, said many avenues had been explored without success to make the formula acceptable to the men. The employers were still hoping that at the mass meeting called for to-day it would be presented in a reasonable way.

Mr. Peter Masefield, the BAA chairman, commented later that the formula was a genuine attempt to settle a matter of concern to workers over the GAS contract. On their fears that the introduction of this independent ground handling agency would mean redundancy among airline employees, he pointed out that the formula had emphasised the intention of everyone to maintain full employment at Heathrow.

The authority was ready to have further talks if they would help resolve the difficulties while maintaining the principle of an independent handling agency at Heathrow.

But at the same time the authority is considering disciplinary action against those of 1,200 staff at Heathrow involved

Commercial radio will not face the prospect of an advertising levy. Built into the Bill is a system for adjusting the rental payments to the IBA, which, if profits were regarded as excessive, the Authority would be required to increase and pay surplus funds to the Exchequer. This might be seen as an indication that similar techniques could be applied to television.

Sponsorship of programmes is not to be allowed. This includes the system of "patron" advocated by Mr. Hugh Green. Advertising will have to be in the form of "spot" advertisements, in the same way as is done on television at the moment.

The IBA, which might take on 150 extra staff to deal with the job, will be lent £2m. by the Government to start the network. It will almost certainly start with stations in London, Birmingham, Manchester, Glasgow, Swansea and Belfast, as well as one or two quite small centres, to see how things go. Estimates of local radio operating costs and revenues vary tremendously.

Already the first public postures on franchise applications have been made. Network Broadcasting, representing a "consortium which will include a very large number of local weekly newspapers in the London area and merchant banks while maintaining the principle of an independent handling agency at Heathrow."

This move will doubtless be the first of many. One of the prime targets will be the London news station which could well form the basis of a networked commercial radio news service. However, the decision to allow networking of other programmes opens the possibility of much more sophisticated programme-making techniques than had at one time been considered. It could quite well lead to the growth of very strong stations

which build a reputation for good programme production and also develop national "talk" shows into which local content could be fed.

The Bill will doubtless have a stormy passage through the Commons. There is widespread opposition on the Labour benches to commercial radio from MPs who are convinced that the BBC, which will retain its present 20 stations, could do the job. These and other MPs are well aware that local newspapers in their areas are not entirely happy about the arrival of commercial radio.

The Bill requires the IBA to set up local advisory committees on sound broadcasting services and the job of telling the Authority what people in each area like.

As was made clear in the White Paper earlier this year, television contractors cannot have the contract to run a radio station within their own area—nor can the radio station buy the TV company in the same place. No record manufacturer or music publisher can have a contract, but the subsidiary company of a group which has another subsidiary in such activities can broadcast.

Circulation rulings
Newspapers must be considered for a shareholding in any contract which affects areas in which they circulate to a substantial proportion of the population. Alternatively, a newspaper's circulation is low but the radio station would still have an adverse financial effect on it, then that newspaper is also entitled to shares.

At the same time a newspaper which is in a monopoly situation in a town cannot own the radio station as well—but it can hold shares.

The guessing game continues
Page 14

in the strike. In a letter to them yesterday, it said that during the past three days many authority employees had stopped work over the present disruption. The BAA was no longer able to accept the situation and with effect from 3 p.m. to-morrow, staff who were absent from work without permission would be regarded as acting in breach of their contracts of employment.

BEA had also threatened its employees on strike that if they had not resumed normal work by mid-day yesterday they would be regarded as having ended their employment with the airline.

But it suspended implementing this threat while yesterday's peace talks were in progress

2 Lonrho S. Africa men cleared

By Bridget Bloom, Africa Correspondent

CHARGES against Lonrho South Africa's managing director, Mr. Sydney Newman, and the company's financial manager, Mr. Mortimer Raath, have been withdrawn. The prosecution had alleged that the two men had contravened a section of the Companies Act dealing with unauthorised loans to directors. They were detained in Johannesburg in September.

In a statement issued in London, Lonrho said the charges had been withdrawn "as it was obvious that no offence had been committed." The question of further action was now in the hands of attorneys acting for the two men, the statement added.

In Johannesburg, after the case was dismissed, an order was made by the magistrate that the fingerprints of the two men taken after their arrest should be destroyed.

Another case involving Lonrho in South Africa is due to be heard on November 30. It is a suit to separate from yesterday's dismissed case and involves a British director of Lonrho, Mr. Frederick Butler, who is now on bail following his arrest in September, and two directors of companies associated with Lonrho in South Africa. The two directors, Mr. Richard Lee, and Mr. Kenneth Scheepers, are also on bail and together with Mr. Butler are charged with fraud.

Rumour of new bidder causes THF flurry
SHARES in Trust Houses Forte, the hotels and catering group, jumped 13p to 147½ at one stage yesterday on rumours that another potential bidder had made an appearance following the withdrawal of Allied Breweries last week.

Turnover in the shares had not been very great and after a spokesman commented: "There have been no approaches" the price eased back to end the day at 144p.

Warning to R-R workers
SIX THOUSAND Rolls-Royce strikers walked yesterday their third day of work, that company costs had to be controlled to safeguard jobs and future business. The workers at the Rolls-Royce engines division at Patchway, Bristol, want a 15 per cent. cost of living rise. They have rejected an offer of an extra £1.50 a week.

The management said that general increases were not due before next April. Skilled workers had been given an extra £1.62 a week since the company collapsed in 1967.

The manual workers object to what they regard as "strings" to the management offer. They will meet again this morning.

end by one of its backbenchers, Mr. Des Foley, in which he accused Mr. Lynch, Prime Minister of "cowardly posturing" to the British Government.

Mr. Lynch himself dealt with some aspects of the Northern Ireland crisis in the Daily this afternoon when he claimed that there had been a number of unauthorised incursions into Irish air space in recent months by British aircraft. He left the distinct impression that further cross-border incidents, whether in the air or by land forces, might be brought to the attention of United Nations.

● A bomb to-night extensively damaged a hotel at Belleek, Co. Fermanagh, just 20 yards from Ulster's border with the Republic. After a telephone warning of the bomb, the building was evacuated. A policeman was slightly injured when the bomb went off.

Clydebank yard: study of uses

BY JAMES McDONALD, SHIPPING CORRESPONDENT

MR. JOHN DAVIES, Secretary of Trade and Industry, told the Commons yesterday that he has commissioned a study by PA Management Consultants of the possible industrial uses of the Clydebank yard, a member of the Clydebank group and a non-member of the new proposed Govan Shipbuilders company.

As the situation stands at the moment the Govan and Linthouse yards of UCS will be absorbed into the new Govan Shipbuilders company, with the Charles Connell yard having an outside chance to join the company. The Clydebank yard—the old John Brown yard—is a rank outsider.

Mr. Davies said that the investigation by the consultants—whose report is expected early next year—would be on the basis of the possible industrial uses to which the resources of the Clydebank yard might be put so as best to provide employment on a viable basis.

A statement by PA Management Consultants last night said: "The objective of the consultants' study, made with the agreement of the liquidator of UCS is to provide the maximum of useful information and advice to the liquidator and to potential buyers or developers of the yard."

No special payment would be provided by the Government, said Mr. Davies' announcement, but the Government would be prepared to offer all the normal benefits under the local employment Acts to any interested enterprise that would take over the shipyard.

Mr. Davies, departing perhaps slightly from his "lame duck" creed, also announced in the Commons that Cammell Laird and Company (Shipbuilding and Engineering)—the Mersey shipbuilders—is to be given a "stand-by" financial facility of £3m. over the course of the next year or two.

In August this year a new top by Qantas six months ago.

PLEA TO STOP QANTAS STRIKE
Last-minute efforts to stop a world-wide strike by Qantas pilots are being made in Sydney following a breakdown of talks between the airline and the Pilots' Federation over the de-unionisation of 86 second officers. The dismissals were announced by Qantas six months ago.

Parliament Page 8

WE shall be getting in contact with the unions concerned straight away and shall certainly keep in close contact with them throughout the study," Mr. Muirhead declared.

Parliament Page 8

TWA announces a non-stop 747 to Los Angeles.

Leaves London daily-13.00.

WE'll give you a choice of two meals in economy, five meals in first class. Then, to help eat away the flying time, we'll offer you a selection of two main feature films and stereo music. Afterwards, if you travel first class, you can choose your company in either of our two lounges. Ask any travel agent.

Business Centres
Yday
Midday
C
F
Amsterdam 12 14 16 18 20 22 24 26 28 30 31
Athens 12 14 16 18 20 22 24 26 28 30 31
Bahrain 12 14 16 18 20 22 24 26 28 30 31
Beirut 12 14 16 18 20 22 24 26 28 30 31
Belgrade 12 14 16 18 20 22 24 26 28 30 31
Birmingham 12 14 16 18 20 22 24 26 28 30 31
Bristol 12 14 16 18 20 22 24 26 28 30 31
Brussels 12 14 16 18 20 22 24 26 28 30 31
Budapest 12 14 16 18 20 22 24 26 28 30 31
Cairo 12 14 16 18 20 22 24 26 28 30 31
Cardiff 12 14 16 18 20 22 24 26 28 30 31
Cebu 12 14 16 18 20 22 24 26 28 30 31
Copenhagen 12 14 16 18 20 22 24 26 28 30 31
Dublin 12 14 16 18 20 22 24 26 28 30 31
Edinburgh 12 14 16 18 20 22 24 26 28 30 31
Frankfurt 12 14 16 18 20 22 24 26 28 30 31
Geneva 12 14 16 18 20 22 24 26 28 30 31
Glasgow 12 14 16 18 20 22 24 26 28 30 31
Helsinki 12 14 16 18 20 22 24 26 28 30 31
Hong Kong 12 14 16 18 20 22 24 26 28 30 31
Istanbul 12 14 16 18 20 22 24 26 28 30 31
Jeddah 12 14 16 18 20 22 24 26 28 30 31
Lima 12 14 16 18 20 22 24 26 28 30 31
London 12 14 16 18 20 22 24 26 28 30 31
Luxembourg 12 14 16 18 20 22 24 26 28 30 31
Madrid 12 14 16 18 20 22 24 26 28 30 31
Manila 12 14 16 18 20 22 24 26 28 30 31
Mexico City 12 14 16 18 20 22 24 26 28 30 31
Miami 12 14 16 18 20 22 24 26 28 30 31
Moscow 12 14 16 18 20 22 24 26 28 30 31
New York 12 14 16 18 20 22 24 26 28 30 31
Oslo 12 14 16 18 20 22 24 26 28 30 31
Paris 12 14 16 18 20 22 24 26 28 30 31
Prague 12 14 16 18 20 22 24 26 28 30 31
Reykjavik 12 14 16 18 20 22 24 26 28 30 31
Rome 12 14 16 18 20 22 24 26 28 30 31
Singapore 12 14 16 18 20 22 24 26 28 30 31
Stockholm 12 14 16 18 20 22 24 26 28 30 31
Sydney 12 14 16 18 20 22 24 26 28 30 31
Taipei 12 14 16 18 20 22 24 26 28 30 31
Tel Aviv 12 14 16 18 20 22 24 26 28 30 31
Tokyo 12 14 16 18 20 22 24 26 28 30 31
Toronto 12 14 16 18 20 22 24 26 28 30 31
Trinidad 12 14 16 18 20 22 24 26 28 30 31
Vienna 12 14 16 18 20 22 24 26 28 30 31
Warsaw 12 14 16 18 20 22 24 26 28 30 31
Zurich 12 14 16 18 20 22 24 26 28 30 31

Holiday Resorts
Yday
Midday
C
F
Ajaccio 12 14 16 18 20 22 24 26 28 30 31
Alghero 12 14 16 18 20 22 24 26 28 30 31
Anaxos 12 14 16 18 20 22 24 26 28 30 31
Athens 12 14 16 18 20 22 24 26 28 30 31
Barcelona 12 14 16 18 20 22 24 26 28 30 31
Biarritz 12 14 16 18 20 22 24 26 28 30 31
Blackpool 12 14 16 18 20 22 24 26 28 30 31
Bordeaux 12 14 16 18 20 22 24 26 28 30 31
Bournemouth 12 14 16 18 20 22 24 26 28 30 31
Casablanca 12 14 16 18 20 22 24 26 28 30 31
Cape Town 12 14 16 18 20 22 24 26 28 30 31
Cebu 12 14 16 18 20 22 24 26 28 30 31
Corfu 12 14 16 18 20 22 24 26 28 30 31
Dubrovnik 12 14 16 18 20 22 24 26 28 30 31
Faro 12 14 16 18 20 22 24 26 28 30 31
Forquah 12 14 16 18 20 22 24 26 28 30 31
Gibraltar 12 14 16 18 20 22 24 26 28 30 31
Hermes 12 14 16 18 20 22 24 26 28 30 31
Imbros 12 14 16 18 20 22 24 26 28 30 31
Inverness 12 14 16 18 20 22 24 26 28 30 31
L. of Man 12 14 16 18 20 22 24 26 28 30 31
Lisbon 12 14 16 18 20 22 24 26 28 30 31
Ljubljana 12 14 16 18 20 22 24 26 28 30 31
Lyon 12 14 16 18 20 22 24 26 28 30 31
Maastricht 12 14 16 18 20 22 24 26 28 30 31
Malaga 12 14 16 18 20 22 24 26 28 30 31
Manila 12 14 16 18 20 22 24 26 28 30 31
Maracaibo 12 14 16 18 20 22 24 26 28 30 31
Medan 12 14 16 18 20 22 24 26 28 30 31
Miami 12 14 16 18 20 22 24 26 28 30 31
Mexico City 12 14 16 18 20 22 24 26 28 30 31
Moscow 12 14 16 18 20 22 24 26 28 30 31
New York 12 14 16 18 20 22 24 26 28 30 31
Oslo 12 14 16 18 20 22 24 26 28 30 31
Paris 12 14 16 18 20 22 24 26 28 30 31
Prague 12 14 16 18 20 22 24 26 28 30 31
Reykjavik 12 14 16 18 20 22 24 26 28 30 31
Rome 12 14 16 18 20 22 24 26 28 30 31
Singapore 12 14 16 18 20 22 24 26 28 30 31
Stockholm 12 14 16 18 20 22 24 26 28 30 31
Sydney 12 14 16 18 20 22 24 26 28 30 31
Taipei 12 14 16 18 20 22 24 26 28 30 31
Tel Aviv 12 14 16 18 20 22 24 26 28 30 31
Tokyo 12 14 16 18 20 22 24 26 28 30 31
Toronto 12 14 16 18 20 22 24 26 28 30 31
Trinidad 12 14 16 18 20 22 24 26 28 30 31
Vienna 12 14 16 18 20 22 24 26 28 30 31
Warsaw 12 14 16 18 20 22 24 26 28 30 31
Zurich 12 14 16 18 20 22 24 26 28 30 31

Parliament Page 8

PLEA TO STOP QANTAS STRIKE
Last-minute efforts to stop a world-wide strike by Qantas pilots are being made in Sydney following a breakdown of talks between the airline and the Pilots' Federation over the de-unionisation of 86 second officers. The dismissals were announced by Qantas six months ago.

Parliament Page 8

WE shall be getting in contact with the unions concerned straight away and shall certainly keep in close contact with them throughout the study," Mr. Muirhead declared.

Parliament Page 8

Parliament Page 8

Parliament Page 8

Parliament Page 8

Parliament Page 8